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CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 2, 1919.

CONDITION OF TRADE.

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The dawn of 1918 has a brighter glow than has been seen for many a year.

The wonderful retail trade at Christmas cleared the stocks in the hands of dealers to an extent probably never before known. Not only are stocks of new goods low, but never in the history of the trade have there been left over so few "shopkeepers" and stale goods. This can mean but one thing: dealers will have to buy new wares, and in large quantities.

Some buyers are beginning to realize that for the present at least there is no prospect of lower prices. Even should there be a manufacturer here and there who, fearing a loss of trade, cut prices, it would not affect the general market, and the cutters would rue the day they did it. The Christmas trade showed conclusively that many people have money, and it does not take a Solomon to see that there is a tremendous trade in sight. Statistics are dry reading, but they tell a tale. The country is almost bare of crockery. Look for a moment at the figures: Before the war Germany sent us yearly about \$4,500,000 worth (at foreign prices). Double these figures to establish currency prices, and you have \$9,000,000 worth a year. For four years nothing has come. That means that the market is short \$36,000,000 worth.

While the figures for English goods would indicate an average importation during the past four years, it is only apparent, for the costs have more than doubled, while the bulk or volume has decreased fully sixty per cent. If twelve cups and saucers are wanted that

formerly cost \$3, and only five came in, the fact that those five cost the same \$3 does not supply the other seven. The missing cups and saucers are wanted today, and wanted badly.

The same is true of French goods. Within six months it is hoped that the output in these factories will be increased, but by that time, instead of seven cups and saucers being wanted there will be ten or twelve needed to fill the gap.

The American potter need have no fear that importations will hurt his trade. It will take more than a year before there is an adequate supply of foreign goods, and as the domestic potter is shy from thirty-five to forty per cent on production he will have all he can do to catch up. The fact that Government demands will practically be eliminated has not been forgotten. The wares used by the soldiers and sailors were not regular trade goods. The effect of the loss of Government orders will be to allow of a greater production of regular ware, and will be a blessing.

Things are a little different in the glass trade. In the first place, importations never had as large a bearing, as far as volume is concerned, on the domestic glass trade as crockery has on the pottery trade. Our importations of glass were only about \$6,000,000, currency price, which is not a third of the domestic output, while the importations of crockery were a third more than the American potters made. Next, the imported goods were as a rule of a high grade of blown goods,

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and did not interfere at all with pressed ware, which is the bulk of the American product. Where glassware is going to suffer is in the non-production of bar goods. That is a serious loss. While the output of glass has been reduced all through the war, the reduction has only been about forty per cent. Some of the labor on bar goods has been turned into other channels; so there is a prospect of more production from now on.

The loss of Government business will be felt in some directions, but, on the other hand, the war has opened up new products, such as chemical and optical glass. But the big feature is the export business. We can export glass easier than we can pottery. Although the increased export trade in crockery is more than most people imagine, too much attention cannot be paid to export trade for either crockery or glass. In five years from now, when the supply will equal the demand, we shall want an outlet in foreign lands.

In looking back over 1918, all that can be said is that the volume of business was limited only by the supply. Owing to high prices we believe that all our manufacturers made money in spite of the high cost of production. It is not to be thought by this that excessive profits have been made. At old prices with an equal demand they would have made as much, if not more. They had some lean years prior to the war; so they are not to be begrudged if they have made a little in 1918, and it is to be hoped that they will make more in the year now so auspiciously begun.

East Liverpool and Vicinity The receipt of new business with pottery manufacturers in this immediate territory within the past fortnight has been slow. However, manufacturers are showing a decided spirit of optimism. Certain buyers who cancelled orders during the early part of December have now forwarded duplicate specifications. Stocks in local warehouses are small.

Pittsburgh and Vicinity Reports from buyers since the close of the holiday season are to the effect that stocks have been pretty well cleaned out. All lines moved quickly. The labor situation shows no improvement, so far as skilled workmen are concerned. Material prices continue at former high levels. Packages are also selling at previously-quoted figures. No possibility exists at this season for prices to decline.

SELL only what the customer needs. Rather make a sale of \$50 for what he can use to advantage than a sale of \$150 for something that will be a white elephant to him. Sell him only what he needs.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 31, 1918.

| | |
|-----------------------------|---------------------------------------|
| LONDON | |
| Str. Saxonia, Dec. 25. | |
| 2 packages earthenware..... | D C Andrews & Co |
| 1 " chinaware..... | W Edge |
| GENOA | |
| Str. Oakmore, Dec. 27. | |
| 3 packages earthenware.... | Sutherland International Dispatch |
| 38 " majolica..... | T D Downing Co |
| 5 " "..... | Ovington Bros & Co |
| BORDEAUX | |
| Str. Niagara, Dec. 29. | |
| 2 packages earthenware.... | A R Audrain Co |
| 1 " glassware..... | Merchant's Dispatch Transportation Co |
| 2 " "..... | Snows, Ltd |
| 1 " lamps..... | G W Sheldon & Co |
| 23 " chinaware..... | Geo Borgfeldt & Co |
| 23 " "..... | Gimbel Bros |

"CHIPPENDALE" LINE GOES TO WHEELING.

AT a special meeting on Dec. 26 of the board of directors of the Central Glass Works, Wheeling, W. Va., negotiations were concluded between that company and President Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., whereby the entire equipment, including molds and tools, used in the manufacture of Chippendale glass tableware is to be turned over to the Central Glass Works. All copyrights and patents are included in the deal. The line consists of over 400 different pieces and designs of glassware, and the Central company will develop it still further.

The European business is very large, and negotiations have been started with many foreign countries for the export of these products. The representative of the company in Great Britain is expected to be in Wheeling shortly to make further arrangements for its sale there. All of the foreign representatives of the Jefferson will be retained by the Central.

Henry Fent, factory manager for the Jefferson, will be transferred to the Central and will be in full charge of the work there. Fent is a former Wheeling man and is recognized as one of the foremost glass-workers of the country.

The new line will not interfere in any way with the old, and all of the present superintendents will be retained to look after the blown ware as they have been.

When the factories are all in full operation this company will be producing one of the most extensive and varied lines of glassware in the world.

The reason for the disposal of the Chippendale patents to the Central is that the Jefferson is essentially a lighting goods manufactory, and its plant not being large enough to accommodate both lines the lesser one had to be disposed of.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

DESPITE the fact that silk lamp shades have been very popular this season, metal lamps with glass shades are selling equally as well. The local stores bought large quantities of these goods for the holiday trade, and in the lamp departments of some of the larger ones the stocks have been turned over two or three times during the past three months. Outside the city jewelry stores selling lamps of this kind are doing a good business, and in some instances have duplicated their original orders.

The adjustable floor lamp is being used more now than ever before. Lamps of this kind are made so that they can be used in a sick room, with the light thrown on the ceiling or used as a reading lamp, or for other purposes. One of the noticeable features is that they are made to conform with almost any decorative surrounding.

The stimulus given to the sale of lamps by the holiday shoppers was pretty general throughout the country. Many of the buyers had been overly cautious in ordering from the manufacturers, and the result was that they were totally unprepared for anything like the business they got. Several instances of a frenzied buyer rushing to the manufacturers to help him out were reported, and samples were taken from the salesroom floors to meet the emergency. Again was demonstrated the popularity of lamps as Christmas gifts, and the heads of retail lamp departments whose stocks were depleted to such a state that they were inadequate to meet the rush should let it serve as a lesson for the future.

These are busy days at the salesroom of the M. Herbert Co., 8 West Twenty-second street, where extensive changes are in progress by a large corps of workmen. The large line of the United Cut Glass Co. has been removed to the basement, which has been fitted up in almost exact reproduction of the main floor, where it was formerly shown, and which will now be used for the display of the concern's enlarged line of decorated lamps and shades. The utilization of all their space for display purposes necessitated additional

room elsewhere for stock and shipping departments, and this they have secured at 132 West Twenty-second street, where is also located their lamp and shade factory.

The unusual character of the lamps displayed by Mogi, Momonoi & Co. makes the department devoted exclusively to this class of goods one of the special fea-



tures at their salesroom, 105 East Sixteenth street. The concern has always made a point of showing something really different in this line, and how well it has succeeded may be judged from the accompanying illustration, which is a fair sample of what the buyer may expect.

An arrangement that has been in effect for some months past, but is not generally known to the trade, is the separation of the decorated lamp and silk shade department of C. B. & J. Warner from their metal lamp

business. The latter is conducted, as formerly, at the factory on Fourteenth street under the above name and is in charge of Charles Warner, while the former is known as The Warner Shade and Novelty Co., with factory and salesroom at 9 West Eighteenth street, in charge of Joseph Warner.

AS TO PRICES OF ENGLISH GOODS.

A Well-Known Importer Makes Inquiry of the English Potters. Read Their Answers.

NEW YORK, Dec. 27, 1918.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: As you know, the people in the trade are in a very uncertain condition—i.e., they do not know what to expect. Some of them are looking for big increases in production and lower prices, and I will admit that I was one of them until I received the enclosed correspondence from England, all of which is in answer to letters of inquiry I sent over, asking for exact information for my own guidance, so that I would know how to operate.

It is needless for me to tell you that these letters come from people who know what they are talking about and who are only anxious to give me the straight facts, and I believe it would be a good thing for the trade to print them, so that buyers generally would at least understand what the conditions are in England—and, of course, in France they are even worse.

Yours truly, _____.

STAFFORDSHIRE, ENG., December, 1918.

DEAR SIR: In reply to yours of the 9th October, which was a general memo on the subject of the policy to pursue after the war, I want to impress as clearly as I can upon you, mind that, although it may seem very feasible to you at the immediate moment to think of increasing the volume of the particular line of goods we make, this will not be possible for a long time to come. I would like you to realize that in July, 1914, we had about — men; to-day we have —; but we have a much larger army of women and young people. Now, we have carefully kept a list of all our men serving in the army, and I am sending a general letter to each one with whom we can get in touch that, as stated to them when they first left us, if they came through all right they will be reinstated in their jobs. This ensures them being demobilized at the earliest moment wherever it is known that they can go straight back to their former jobs; but you must clearly understand that the Government is going to demobilize only very urgent cases until the peace treaty has been ratified, which, as stated in the papers, may be next April. This does not only apply to the pottery trade, but to all other trades, which of course includes those from which we get our materials. Therefore, you can take it that the best half of 1919 we will be traveling along pretty much the conditions that we have traveled on for several months past. Now, the great point I want you to bear in mind, under these conditions, is that instead of increasing any particular line in volume, the first essential condition to give you volume of goods is as quickly as ever we can to get labor, and more particularly coal (it is needless to tell you I have carefully bought in advance stocks of material wherever possible) to get our present

factories running again up the fullest capacity. I do not want to disappoint you, but it will take considerably more months than anyone can imagine to do this. This is not said in a pessimistic sense, because you know throughout the whole period of the last four years the crowd around here have always been classified on the optimistic side. This is as the situation appears at the moment and likely to remain unless something very unforeseen happens that men and coal are released at a much quicker rate than anybody at the moment anticipates. We may say that for the next six weeks our coal ration has been reduced another twenty per cent owing to the shortage of house-fire fuel in the large centres, such as London and Birmingham. We are perfectly powerless, and have to abide by it. There are many factories around here which will probably for the next six weeks anyway only do one bisque oven a fortnight. We are hoping, by a lot of scheming, to do a shade better.

I will now leave this subject and wait events, and probably by the time that you arrive in May the situation may have eased, and then we shall have a better idea of what prospect there is for pushing ahead. Anyway, you can take it from me that we are not going to lie in bed during this period, and all suggestions will be carefully weighed up and as much energy as possible put into the whole concern to get every possible ounce out of it.

Yours truly, _____.

From another manufacturer:

DEAR SIR: We are duly in receipt of yours dated N. Y., Nov. 19th; also memo dated 25th. No doubt, as you say, we shall have a lot to talk about when we meet next spring, but it is something to be able to know that our meeting is now possible, and that we are at last over the worst, and that an end has been put to this terrible war, which has tried the nerves and constitutions of all of us for so long. You make a reference to selling prices, and express the hope that no further raises may be necessary. Well, I really can't say much about that, but I can tell you that we have to face an enormous increase in the price of all china clays as on the 1st of Jan., and I cannot see any relief in sight for a very long time in the price of practically any materials used in the production of pottery. At the present time there is no movement on to increase prices, but there is, I may tell you, a definite understanding that it will be a very long time before there will be any reduction whatever, so that I strongly advise you not to get it into your head that prices are going to drop. I feel absolutely convinced there will be no drop whatever before you come to England, and I don't think there will be any drop at all during the whole of next year. The indications are rather the reverse, but we all hope to be able to prevent any further increase, so your policy is quite clear—go on selling the goods at "prices ruling," just as you have done since the stipulation was made, as, of course, "prices ruling" works both ways, and therefore in the case of a drop you are safeguarded.

The labor situation is still very bad, and I don't think there will be much, if any, improvement whatever in output before March 21st at earliest, as one thing is quite sure—there is going to be a great coal shortage in this country until possibly late next spring, and we are now having to put up with a less amount per week than we have ever previously done. In my opinion the improvement in output will be only slight up to June next, and this question of output enters largely, as you know, into the selling prices.

I have read the letter on the output question written to you by Mr. —, and with everything expressed in that letter I am in perfect agreement; so I repeat, in conclusion, that your advice to all your customers had better be to keep on ordering without holding back with

the expectation of any drop in prices, as they are quite well protected with the "prices ruling" clause, and we shall all of us certainly execute orders in the rotation they are received. Consequently, that means that those firms who hold back their orders until they are clean out of stock, and then expect to get them rushed, will be woefully disappointed, for we shall strictly execute those orders first which have been on our books uncanceled.

Sincerely yours, ———.

A third manufacturer writes

DEAR SIR: When we look back on the nightmare of the past four years we shudder at the thought if we had to go through it again. Not only the strain of the war itself, and the possibility of one's personal call to the army, but of all the ruptures and inconveniences incidental to it. It has been a practical impossibility at the factory to know one day what was to be done on the next. First we began to feel the reduction in our man power and the need of reconstruction in all the departments to enable women and "crocks" to carry on the work; then the taking of pivotal men, causing a vast amount of the detail departmental work to fall on the already heavily-burdened higher staff to keep together some semblance of a workable organization. No sooner were these transitions established and got under way than we ran bang into the trouble of increasing shortage of materials; and then the reduction of means of transport brought added worries for the continuance of manufacture.

I am telling no "fairy tale" when I state that we have often been reduced to the last shovelfull of ball and china clays, and the last ounce of flint and stone. Many a time have we had to sweep up the coal banks for slack enough to keep the boiler fires going, let alone sufficient coal to fire the ovens.

But, thank God and the glorious help of the U. S. A. army and navy, it is now drawing to a close. On "Armistice Day" the Stars and Stripes floated at one end of the factory and the Union Jack at the other—and long may they float together in harmony!

I do not know if you are fully able to imagine with what feelings of joy we greeted the entry of Uncle Sam on our side. Words failed to express our pleasure when brothers and kinsmen of the U. S. A. came forward to give us a hand. We sincerely hope that this war will bring as one of its silver linings a closer and more brotherly unity between all English-speaking peoples throughout the world, and thus bring it a step nearer to the end of all wars.

Very truly yours, ———.

CAPITAL AND LABOR MUST WORK IN HARMONY.

WAR, like politics, makes strange bedfellows. Today we find Democrats, Republicans and Socialists acting in unison on questions of great moment; and this is as it should be if the privileges that we as a nation have enjoyed are to be preserved and perpetuated for those who are to follow us, says William P. Clarke, president of the American Flint Glass Workers' Union, writing in the "National Labor Journal."

Men are cast in different molds and destined for different work in this busy world. The architect may plan, the manager may direct, the sun may shine, and

the land may be fertile, but the hand and brain of the laborer must respond before results desired shall be attained. Therefore, it is highly essential that the working people of this country should be consulted when dealing with all of the great problems that confront our government and our industries, which are valueless without labor. It is indeed fortunate that we have the benefit of the experience that has come to England, France and other countries, and we must profit by it.

To my mind there are three things very essential for the perpetuation of liberty and harmony at home.

First, there must be co-operation; secondly, co-operation must be secured without lowering the standards of labor, and without annulling the laws that have been placed on the statute books of the States and nation for the benefit of the working people; thirdly, we must see that undue profits are not made from the sacrifices of humanity by the profiteers of our time. In other words, our aim should be to retain as nearly as possible the general conditions that prevailed in this country prior to the war. That is, excessive profits should be prohibited, and the conditions of all the people should be on the same basis as they were before the war.

While the workers seek justice, so must they be willing to accord justice to the manufacturers in order that there will be a fair return for the capital invested and energy expended; for any other course is wrong, and a wrong cannot long endure.

Practically every commission of any importance created by our government has attached to it a representative of labor, and through the efforts of these men much has been accomplished.

Strange ideas, hopes and aspirations will arise in the breasts of men. Sometimes we get our minds set on a certain problem and we cannot recognize or appreciate the position of others; but frequently this is due to the fact that we have undertaken to deny others the right to give vent to their feelings. This is wrong, and by following a course of that character we can never secure co-operation in the fullest sense of the word.

Many disputes will arise that must be settled, and I agree with President Wilson when he said:

"I can differ from a man much more radically when he is not in the room than I can when he is in the room, because then the awkward thing is he can come back at me and answer what I say. It is always dangerous for a man to have the floor entirely to himself; therefore, we must insist in every instance that the parties come into each others' presence and there discuss the same issue between them, and not separately in places which have no communication with the other."

This is logic, and if its fairness encircles the hearts of the men and they come together and take into consideration, first, the interest of our government and our people, and then the perpetuation of liberty, I feel that the disputes that arise between us can be well disposed of without any serious difficulty arising.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT:
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

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| Single copies..... | .10 |

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JAN. 2, 1919.

SOME time ago a well-known importer wrote to the managers of the English potteries from which he receives goods, asking for information relative to the manufacturing situation. The answers, printed on another page, are personal, written as man to man, and give an inside view of conditions. They tell a story which it is to be hoped the buyers will take to heart.

GOVERNMENT ORDERS CEASE.

THE Government has practically ceased taking crockery and glassware. Few requisitions have been made for the past month, except in isolated instances where bona-fide contracts were made that had to be lived up to. Prior to the armistice orders were given on the supposition that the war would last indefinitely. The result is that there is stock enough on hand to last for four months at least. There will be no further need of ware for the army, but as there is to be a continued building of ships there will be a continuous demand from that quarter.

The effect on the trade of the lessened requirements will be the release of more goods for commercial purposes. How much can not be yet determined, but somewhere between ten and fifteen per cent for the time being. Nothing is to be feared from the surplus crockery which the Government might dump on the market. Most is heavy and over-size, so that it is not merchantable in regular channels. If it is offered for sale it will be taken up by the second-dealers, who may find a market for it among the very poorest people in

the country. Probably it will be stored for a long time before ordered sold.

How much, if any, crockery will be wanted for the navy later on is a question. This branch of the service has in pre-war times always been supplied with ware of a grade which the ordinary pottery does not make. Owing to the exigencies of the situation ware has of late been accepted which was not vitrified—hitherto one of the Government's requirements. If the standard is enforced hereafter, very little, if any, semi-porcelain will be taken. Again the trade will be benefitted, in that more of this kind of goods will be available.

PERSONAL.

AMONG the soldiers returning last week was Lieut. Merritt, formerly buyer for the J. M. Higbee Co., and later with Lee, Wells & Co., Augusta, Ga. He was wounded at the Argonne, also gassed, and was in pretty bad shape. His descriptions of the fight and his experiences are graphic and intensely interesting. He arrived on the S. S. Mallory and is stationed at Ellis Island, but expects soon to be sent to Fort McPherson, Atlanta, Ga.

Miss Katherine Dreher, buyer for the retail store of Geo. V. Millar, Scranton, Pa., has resigned in order to be married early in January. While she is to be congratulated, there are a lot of salesmen who will be sorry to learn that they will no longer have the pleasure of selling her. She has been with the concern for quite a long time and made a host of friends.

Alfred Fanti, resident buyer in this city for a large number of houses, is engaged in establishing a foreign buying service on a large scale, with headquarters in Paris, London, and St. Gall. Several buyers have already been engaged in Paris. The methods to be employed are the same as those now in operation here.

Eugene L. Fondeville, son of A. J. Fondeville, the well-known French china and glass importer, is home on a "waiting list." The young man has been in the aviation service, stationed at Akron, O., and just missed, by two or three days, being appointed an ensign.

Alex. Fraser, with the H. C. Fry Glass Co., breezed into New York for a short stay this week. He has the exuberance of youth, and is a live wire every minute.

Chas. L. Cox, of Cox & Lafferty, will arrive at Bellaire on Friday morning for a conference with Vic-

tor G. Wicke, of the Imperial Glass Co. He will be gone about a week.



W. A. Demorest has been mustered out of the naval service to find his agency transferred to another concern, and he is now without employment. Tough, indeed, to give more than two years of a young life to one's country and then be left out in the cold! Anybody in need of a good, reliable agent will do well to correspond with him.



Howard R. Handy, of the "Pottery, Glass and Brass Salesman," is about again after being confined to his home since Christmas with an attack of influenza.



Kenneth P. Lockitt, city salesman for C. Dorflinger & Sons, and Mrs. Lockitt arrived home on Sunday after spending Christmas week at Providence, R. I.



Lieut. William Wagner, formerly salesman for E. W. Hammond, is at Camp Upton waiting to be mustered out of the service.



Homer J. Taylor, president of the Knowles, Taylor & Knowles Co., East Liverpool, arrived in town last Friday, accompanied by his family, to spend New Year's here.



Horace C. Gray returned to his desk on Monday after being away, on the advice of his physician, for eight weeks in order to avoid a threatened breakdown. He is looking fine, but a trifle thin, and weighs seventeen pounds less than formerly. He says he had grown so accustomed to a life of leisure that he almost regrets having to get back into harness again.



Arthur J. Bennett, head of the Cambridge (O.) Glass Co., arrived in New York on Monday to attend to details relative to the change in management of the concern's New York office and incidentally to enjoy New Year's here.



H. B. Thistle, Jr., road salesman for Cox & Lafferty, appeared at the salesroom on Monday after having been laid up with influenza for several days. He expects to depart on a trip through his territory immediately after New Year's.



Harry L. Seixas is preparing to leave right after January 1 for a trip to Boston and other points in New England for Edward Boote.



W. J. Chenoweth and C. J. Keating, representing the Jones, McDuffee & Stratton Co., Boston, have started on their Southern trips, and expect to see their

customers at the usual time, showing them a complete line of English, French and Japanese china dinnerware patterns, both in open stock and original packages for immediate shipment. Judging from reports received from their customers of Christmas sales, these gentlemen should also do a fine business in fancy goods, of which they will also show samples.



A postcard from Corporal Herman Kashins says he is billeted in a beautiful chateau in a picturesque village in France which had escaped the ravages of war. He is living "like a duke," and thoroughly appreciates the contrast with life in the trenches. He is anticipating an early return home.



R. Yamashina, a member of the Honorary Trade Commission of the Tokio Chamber of Commerce, accompanied by five Japanese pottery manufacturers, spent several days at the Ft. Pitt Hotel, Pittsburgh, Pa., last week, and then came to New York. They will sail for Europe January 4.



W. Easton Smith, Waterbury, Conn., was in New York on Monday buying to fill in. He says his Christmas trade was wonderful.



Col. W. F. Ellisson starts on his regular Western trip for Geo. F. Bassett & Co. on January 8. He will open at the Hotel Chatham, Pittsburgh, with a bigger display than ever. He sold more goods last year than any year in his history, and now says: "If they will ship the goods I will break my record again."



It is said that ambidexterity indicates a well-balanced brain, and that men who are able to use both hands equally well are always bright and alert. Henry R. Shirley, who sells crockery for Maddock & Miller, is ambidextrous. So that is the reason he is so successful, is it?



George L. Hooley, formerly buyer for the Wm. Hengerer Co., Buffalo, has accepted a position with the B. Nugent & Bro. Dry Goods Co., St. Louis, Mo., as manager of the china, glass, and lamp departments, of which he assumes charge January 7. Mr. Hooley is a very capable buyer, and the concern is to be congratulated upon securing his services.



A. C. Hanes, who for the past fifteen years has been with C. Dorflinger & Sons, resigned December 31. He has no definite plans for the future.



Albert Rehberger, of the Saul Mfg. Co., and Mrs. Rehberger returned home on Thursday morning after

spending Christmas and New Year's at Waterbury, Conn.



Major Gerard S. Bryce, of Bryce Bros., Mt. Pleasant, Pa., arrived in New York from overseas Dec. 30.



Other buyers in town were C. J. Robinson, for Jordan-Marsh Co., Boston; F. L. Gavitt, for H. B. Gavitt Co., Westerly, R. I.; C. W. Conant, for Porteous, Mitchell & Braun Co., Portland, Me.

BIG ENGLISH WAGE ADVANCE.

AS a result of the wage agitation at Stoke-on-Trent, England, the manufacturers in the earthenware and china trades, as well as makers of jet and rockingham wares, gave to their workpeople the largest advance yet known to have been made at one time in the history of the trades.

THE FETISH OF GERMAN EFFICIENCY.

THE efficiency of Germany had become a veritable fetish. It surrounded everything in Germany, from university to industry. There was something mystical about it. Chemists from the entire world flocked to the German university. German science was placed at the disposal of German industry. Efficiency was preached to be a Teutonic characteristic that could not be competed with and could not be acquired by any other nation. Ostwald once remarked that the laws of physical chemistry were discovered by Norwegian, Swedish, Dutch and American scientists, but these would have died if they had not been given life in the efficient atmosphere of his laboratory! All this is sheerest nonsense, says a writer in the "Saturday Evening Post." The chief reason for the pre-eminence of German industry lay in the use by German industry of the daily world advances in physics and chemistry. Let this point be emphasized: German industry made use of the world advances in scientific knowledge, not merely of German achievements. The present type of German university has been fostered by the German state for this reason.

A great deal of commercialism was tolerated in the German university that was abhorrent to the universities of France, England and the United States. We attempted to prevent contact between science and industry; this contact was invited in Germany. But the step has danger for the university unless rightly controlled. As the German university became more and more used by industry, freedom of the faculty became supplanted by edict of the Minister of Education,

the love of liberty of thought declined, and the slide rule of trade replaced the computation of the scholar. German universities have always been free to all students of chemistry; this was not true of the universities of France and England. Thus the students of chemistry flocked to Germany, and not to England and France; not because they found in Germany a degree of intelligence in instruction not to be obtained in France and England, but because they were welcomed—craftily—in Germany and were not welcomed in France and England. To-day movements are under way in the United Kingdom and France that will afford the American student the same facilities for study of natural sciences in the universities of these countries that were accorded in Germany before the war.

CLAY POTS STANDARDIZED.

IN line with suggestions from the Government for the standardization of products of various classes of manufacture, clay pot manufacturers have unanimously approved standard sizes, and their adoption by the trade is to be encouraged. It is understood that subsequent to July 1, 1919, other sizes than those recognized as standard will bear an extra charge. Heretofore there have been 407 sizes of covered pots classified, but during the past three years only 230 of these sizes have been called for. It is figured that the change will benefit users of pots as much as it will pot manufacturers. Seventy-five per cent of the sizes of pots now used come under the new schedule, and the co-operation of glass manufacturers is urged. They will be requested to arrange for standard specifications when planning furnace repairs and improvements. At a meeting of clay pot manufacturers held in Pittsburgh recently twenty-six sizes of pots were selected as standard, and of these it is the intention of clay pot people to carry larger stocks. These are the sizes adopted:

| Width | Length | Height | Width | Length | Height |
|-------|--------|--------|-------|--------|--------|
| 12 | 19 | 10 | 42 | 56 | 52 |
| 18 | 26 | 19 | 42 | 58 | 50 |
| 22 | 32 | 33 | 43 | 58 | 50 |
| 22 | 38 | 36 | 43 | 60 | 52 |
| 25 | 36 | 44 | 44 | 58 | 52 |
| 33 | 40 | 42 | 45 | 58 | 52 |
| 22 | 48 | 48 | 44 | 60 | 52 |
| 35 | 42 | 40 | 45 | 60 | 52 |
| 38 | 43 | 48 | 46 | 60 | 50 |
| 38 | 47 | 48 | 46 | 60 | 52 |
| 41 | 54 | 45 | 46 | 62 | 52 |
| 44 | 46 | 48 | 48 | 60 | 54 |
| 42 | 54 | 48 | 46 | 66 | 50 |

"WHY don't you get out and hustle? Hard work never killed anybody," remarked the philosophical gentleman to whom Rastus applied for alms.

"You is mistaken dar, boss," replied Rastus; "I'se lost fo' wives dat way."

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Not in years have glass manufacturers been so optimistic concerning future trade. "It may be dull for a few weeks, or until inventories are completed, but after that we will have all the business we can handle," said one last week. Every indication points to the factories working on full 1918 schedules during the first six months of this year. Staple lines will be in active demand. Few, if any, new items will be shown during the first quarter.

No possible chance exists for wages of glass workers to be revised until September 15 next. It is the opinion of some of the manufacturers that even at that time the workers will oppose any reduction. In past years certain branches of the trade have had their wage scales revised at different times during the summer, but under the latest agreement all scales are in force until September 15.

Increased export business is being received by those manufacturers who feature decorated glassware. Especially is this true of the Cuban trade, decorated jugs and tumblers being in very active demand there. A decided increase in orders from Cuba is reported during the last fortnight, and shipments are being made with considerable promptness.

Ira Clark, for years connected with the Higbee Glass Co., who has been confined to his home for about a month as a result of injuries received through the wrecking of a taxi, expects to be able to be out within a few days.

While it is generally admitted that the bar glass business is a dead proposition, manufacturers of these lines look forward to a greater demand for glassware for soft drink purposes. In several "dry" States more cocktails, champagnes, wines and grape-juice glasses are being sold than ever before. In the larger hotels of these States this class of ware is being used to dress tables, and soft drinks are served in the various kinds

of glasses. The manufacturers have advised their jobbing and retail connections of this new use for the ware, with the result that a good business has developed on the better lines.

Table glassware continues in very slow demand. The 1918 sales of this line were the lowest in years.

Glass and china departments in the Pittsburgh department stores hung up record sales during the holiday season. Stocks have been pretty well depleted. The demand for electric lamps and portables was so great that in one instance a local sample room was called upon to furnish its entire stock, and every item was disposed of.

The Imperial Glass Co. paid a back dividend of 1½ per cent December 21 and another dividend of 1½ per cent on January 1.

At a meeting of the stockholders of the Superior Glass Co., Martins Ferry, O., held in the Chamber of Commerce Building here a few days ago, it was decided to dissolve the corporation. The plant was destroyed by fire early last year. The board of directors was instructed to dispose of the property, pay all obligations, and surrender the charter to the Secretary of State of West Virginia.

One of the oddities of the glass trade of late has been the falling off in the demand for chimneys and the increasing demand for lantern globes.

Harry A. Ross, manager of sales for the Pittsburgh Lamp, Brass and Glass Co., has returned from a business trip through northern Ohio.

Manufacturers of automobile lenses look for an active trade during the next two months. Last year there was quite a decline in the demand, due to War Board restrictions. The majority of the lenses used are made in the Pittsburgh district. Automobile manufacturers have been placing considerable new business

of late, and the accessory stores have also been buying on a rather liberal scale.

OBITUARY.

AS we go to press the news is telephoned that J. C. Olds, with Olds, Wortman & King, Portland, Ore., died on Sunday of pneumonia, following an attack of influenza. He was about sixty-two years old, and one of the old-time crockery dealers. He was held in high esteem by everybody who knew him.

At his home in Syracuse, N. Y., John Gibson Hazard, vice-president of the Semet-Solvay Co., of that place, died Dec. 27, aged forty-one.

AT CHICAGO.

STOCKS in the stores have been badly depleted, and in some instances almost wiped out. It is certain that within the next few weeks buyers will be leaving for the Eastern manufacturing districts with the intention of placing big orders. There is less talk about prices than a few weeks ago. Buyers are about convinced that there will be no reduction for some time to come, and are therefore satisfied as to the safety of placing orders of the usual volume for this season of the year.

Walter B. Andrews, representative of the Duncan & Miller Glass Co. and the Co-operative Flint Glass Co., is expecting some new goods from his factories very shortly. He is one of the few factory representatives of the city who were able during the war period to get prompt deliveries on his orders.

Plans are on foot for the organization of a bowling club among the crockery and glass men of the city. The leaders in the movement are F. B. Tinker, cut glass representative; Peter Rinkin, buyer for the Boston Store; Edward Ertle, buyer of housefurnishings for Mandel Bros.; Dave Saunders, cut glass manufacturer, and Archie McPhee, of the Owl Specialty Co.

John Jacklin, buyer for Harris, Emery & Stone, Des Moines, Ia., is expected on a buying trip soon after the first of the year.

Ira A. Jones, who has returned to the city from a trip among the factories, says that the Gill Glass Co., Philadelphia, Pa., which his firm represents, will soon be in a position to turn out its normal volume of lighting glassware. The Government is about to release the factory, which it commandeered, and as few changes

will be required it is expected that operations will be resumed almost immediately.

John Ling, buyer for Mandel Bros., will leave for the East shortly.

A. L. Coleman, traveler for the Phoenix Glass Co., spent a few days in the city during the week.

The Chicago Association of Commerce is pushing plans for the foreign trade conference to be held in this city in April for the purpose of seeking ways and means to allow the Middle West to take a greater part in export business in the future. The manufacturers of metal specialties, cut glass and housefurnishings are especially interested, and a large attendance is looked for.

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, was in the city on a short business trip last week.

William Howell, of Pitkin & Brooks, will leave for New York and the other Eastern markets soon after the first of the year.

Charles Osgood, who buys for the Harmon Department Store, Gary, Ind., was in the city looking over the displays of factory representatives during the week.

VAL ST. LAMBERT FACTORY INTACT.

FOR the first time in nearly a year, B. Gunthel, New York agent for Val St. Lambert glass, received a letter on Monday saying the factory was intact and they hope to be making ware early in January. The fighting had been drawing steadily nearer, however, and in another two weeks would probably have reached them.

ROBICHEK GIVES CHRISTMAS PARTY.

RETURNING the compliment of his employees, who gave a dinner in his honor a few weeks ago, Rudolph Robichek, head of the Robichek Co., manufacturers of lamps, gave them a Christmas party at the Chateau, Cinderella Hall, 144 East Eighty-sixth street, last Saturday night.

The large ball room, appropriately decorated for the occasion, was reserved for their use, and an excellent orchestra provided music for dancing, after which a delicious midnight supper was served.

The party numbered about fifty, all of whom agreed that Mr. and Mrs. Robichek are adepts in the matter of entertaining.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The United States Potters' Association will meet January 7 and 8 in the Hotel Astor, New York. No session of the organization was contemplated up to early in December, but after that time a number of manufacturers were of the opinion that one should be held in order that the labor, material and general business situation be discussed.

* *

The lifting of the ban on new decorations and shapes came too late for the pottery trade to take advantage of it for the first quarter of the year. It is possible that a rearrangement of sprays and border effects will be noted occasionally, but the presentation of new designs will not be possible for some time to come. Decal manufacturers are now showing new decorations, but the time required to make the transfer sheets is such that only existing patterns will be available for the trade for early delivery.

* *

Pottery manufacturers do not propose to fill their warehouses with large stocks as long as materials continue so high. Operations will be confined, in the main, to orders in hand. Warehouse stocks to-day are only nominal. The shortage of plates and teas is general.

* *

"Our gas bill during 1919 will cost us from \$2,000 to \$2,500 more monthly than it did in 1917," said a manufacturer this week. The advances made on gas for industrial purposes in this territory have been heavy. In many instances manufacturers will pay practically double the amount they did a few years ago.

* *

A number of letters from department store buyers tell of their remarkable holiday trade and the depletion of their stocks, and ask what is available for immediate shipment, either in open stock or dinner sets. In some instances open orders were received asking the manufacturer to make shipment of what was possible, and as

soon as a list of items could be made up confirmation would be forwarded.

* *

"Clean-up" stocks in pottery plants hereabouts are very small, and in some cases not to be had. Not in years has a certain class of buyers watched such stocks as closely as during 1918, with the result that manufacturers had little, if any, chance for accumulations. This condition caused many buyers to place orders for regular lines in both white and decorated.

* *

There is little, if any, improvement in the labor situation of the potteries here. Skilled labor continues scarce, although a slight increase in the unskilled variety is noticeable.

* *

Selling lists will undoubtedly be firmly maintained for months to come. No possible chance exists for a reduction in wages, materials continue as high as ever, and some kinds bid fair to cost more for the first six months of 1919.

* *

F. J. Dunmash, a Pittsburgh glass and pottery jobber, was the first out-of-town buyer to visit this market after the Christmas holidays. "We cleaned out practically every bit of stock we had," he said, as he placed orders for immediate delivery.

* *

T. A. McNicol, president of the T. A. McNicol Pottery Co., left last week for Chicago, and from there went into the Southern territory. He will complete his trip up the Atlantic coast, arriving in New York in time to attend the meeting of the United States Potters' Association.

* *

W. L. Smith, president of the Taylor, Smith & Taylor Pottery Co., accompanied by Mrs. Smith, will leave within a few days for a brief holiday in Florida.

* *

The D. E. McNicol Pottery Co. this week announce a new specialty for 1919—the "Victory" calendar plaque, bearing the crests of the United States,

England, France, Canada and Belgium as a border. The plaque may also be had without the dates, and showing the crests only. The line is exclusively for the jobbers.

* *

Charles Israel, Western salesman for the Carrollton Pottery Co., arrived here after the Christmas holidays, to remain until the concern opens its line at the Pittsburgh Exposition.

* *

Cecil E. Taylor, Eastern salesman for the Taylor, Smith & Taylor Pottery Co., has been spending a few days at the home office.

* *

Harry Smith, for five years clay shop foreman of the No. 5 plant of the Homer Laughlin China Co., has resigned to take the management of the Smith-Bucher Machine Co., of which he is part owner.

* *

Many buyers have been in the market placing orders for special lines of merchandise for February and March sales.

* *

Quite a number of reservations have been made at the Elks Club here by buyers who anticipate coming into the market this month.

WORLDWIDE PLAN TO AID MERCHANTS.

AT the regular monthly meeting of the New York Credit Men's Association at the Hotel Astor last week, Frank A. Vanderlip, president of the National City Bank, was one of the speakers. He took a very hopeful view of the future of American trade, and told of the plans of his bank in assisting in the development of the foreign trade of the United States. The City Bank, according to Mr. Vanderlip, is going to establish a sort of financial Cook's Tours. The bank has thirty-nine branches in foreign countries now, and they are to be increased to 100 branches and agencies where traveling Americans interested in foreign trade can obtain information about trade conditions in the country in which they may be visitors.

For American travelers who do not speak the language of the country the City Bank branch in that country will supply interpreters, who will accompany the visitors and make possible easy language communication. These branches will also supply entree to factories, to the business houses of wholesalers and jobbers and do everything else possible to supply all financial and commercial information required by visiting Americans. These same branches and agencies will also supply all possible information about American products and prices, as well as shipping routes, to the

manufacturers and exporters, to importers and other possible buyers of American goods in the countries where they are located.

The announcement was greeted with enthusiastic applause by an audience which completely filled the grand ballroom. Continuing, Mr. Vanderlip said:

"I believe we have emerged from this war almost immeasurably richer, in some things, and really richer in wealth than when we entered it. We have added to our manufacturing capacity, we have increased our shipping, we have built railroads in France that we own, we have built vast warehouses here and there. We have done much that has added to the national wealth, besides contributing a great deal that went directly to destruction.

"I believe that we have come out of the war richer, really richer, in a material way, tremendously richer in the world that we have come out into, because it is a world that is, I believe, shorn forever, at least for our lifetime, from the menace of militarism; richer in spirit, richer in the understanding of the unity of this nation, what we can do when we do it altogether, with one mind and one heart; richer in the experiences that we have all passed through, and particularly in the experience that the men who have gone into military service have passed through.

"I have been asked: 'How do the bankers feel, and what preparation do they expect to make to further a great extension of export trade?' I can only speak for one banker, but I will tell you something of how I feel about it. When you say 'foreign trade' to the average man, he thinks of export trade only. There has got to be two sides to foreign trade; it is perfectly simple to see that. You cannot buy a knitting needle in a foreign country without paying for it in one of three ways:

"It can be paid for by the shipping of gold, by the shipping of goods, or by the shipping of credits. Now, there is no other way to do it. We have turned from a debtor nation to a creditor nation. We have changed our balance sheet about \$13,000,000,000 internationally in our favor, and we are going to get at least \$500,000,000 a year in interest from foreigners. We have brought in \$1,300,000,000 of gold, and now we have a third of the monetary gold stock of the world.

"Well, how are foreign buyers going to pay for this great amount of exports we are hoping to make? Not with more gold, surely. Goods, yes but in the next few months they have got to send us, and we have got to receive, credits. That is to say, we have got to lend money in one form or another to pay for the purchases.

"Are we going to have a great foreign trade? I don't know, but I am sure of one thing—we are going to make a thundering try at it. I know that, because I believe I can sense something of the feeling of the

country. And while here or there there is a man who thinks the domestic market is big enough, that we had better devote ourselves to that and not get into this troublesome foreign trade, as against that there are a great number of men showing a tremendous interest in the subject, manufacturers looking into markets, beginning to study the situation as never before."

THE PITTSBURGH EXPOSITION.

FOLLOWING is the complete list of exhibitors at the Pottery and Glass Exposition to be held in the Ft. Pitt Hotel, Pittsburgh. A few scattering lines will be opened next Monday, but the majority will not open until January 13.

| Room | Firm | Representative |
|------|---------------------------------|---|
| 123 | D C Jenkins Glass Co..... | { Howard Jenkins F M Drumm |
| 129 | Bryce Bros Co..... | { W H Duval Kirk Bryce |
| 136 | Co-Operative Flint Glass Co.... | W A Reaper |
| 240 | Corona Glass Co | C B Kishler |
| 244 | Albert H Bien..... | Albert H Bien |
| 338 | McKenna Bros Sales Corp'n.. | { W J McKenna R R O'Connell |
| 342 | Mohawk Clay Products Co..... | L J Wilson |
| 344 | H Northwood Co..... | D A Taylor |
| 441 | Dave Saunders..... | Dave Saunders |
| 442 | Westmoreland Specialty Co.... | R B Reineck |
| 485 | Kelly & Reasner..... | B F Pritchard |
| 538 | Royal Metal Mfg Co..... | J N Eiseman |
| 540 | Sunshine Cut Glass Co. | C F Reddrop |
| 541 | Geo H Bowman Co..... | C S Ellis |
| 543 | Louis Levien Cut Glass Co..... | Jas D Magid |
| 544 | D E McNicol Pottery Co..... | Jack Patterson |
| 571 | McAnulty Co..... | A H McAnulty |
| 585 | Robichek Co..... | H S Perron |
| 621 | United Novelty Co..... | Mrs Heumann |
| 636 | Hirsch-Malgood Co..... | J Hirsch |
| 639 | S A Weller Pottery Co..... | Geo H Woodworth |
| 640 | United Cut Glass Co..... | { Sam Neuwirth S Robinson |
| 642 | Jones, McDuffee & Stratton Co.. | Jas P Gordon |
| 643 | Fenton Art Glass Co..... | E C Tenton |
| 670 | A E Hull Pottery Co..... | { V D Kinnan G W Springer |
| 673 | Steinfeld Bros..... | Milton Jones |
| 676 | Vodrey Pottery Co..... | T A Copperstone |
| 678 | Bonita Art Co..... | Otto Jaeger |
| 684 | Mitchell, Woodbury Co..... | E H Corey |
| 685 | M Herbert Co..... | Sam Neuwirth |
| 688 | Southern Potteries, Inc..... | { J W Mackey E J Owens |
| 691 | Hocking Glass Co..... | I J Collins |
| 697 | Novelty Mfg Co..... | Edward A Tracy |
| 700 | Koscherak Bros..... | { G F Patten Max Strensch |
| 702 | Smith-Phillips China Co..... | E W Clinton |
| 704 | Diamond Glass Co..... | H W Thomas |
| 706 | Lancaster Glass Co..... | L P Martin |
| 708 | Indiana Glass Co..... | { Geo W Haskell H L Kelly Frank W Merry |
| 710 | Mayer China Co..... | A E Mayer |
| 712 | Empire Cut Glass Co..... | { Chas P Schuller H C Fry Glass Co..... |
| 714 | Taylor, Smith & Taylor | Cecil E Taylor |
| 716 | Paden City Glass Mfg Co..... | David Fisher |

| | | |
|------|--------------------------------|---------------------------------------|
| 718 | Steubenville Pottery Co..... | { W W Neal H D Wintringer |
| 720 | Carrollton Pottery Co..... | { H K Connor Charles Israel |
| 724 | Beaver Valley Glass Co..... | Alex Fraser |
| 726 | Brush-McCoy Pottery Co..... | H F Vaughn |
| 728 | L D Bloch & Co..... | Henry Bigart |
| 739 | Duncan & Miller Glass Co.... | { J C Rent A A Grasser |
| 740 | Economy Tumbler Co. | { W E Hunter S P Kenny |
| 742 | S Herbert Cut Glass Co | E E Hamblin |
| 743 | McKee Glass Co..... | Frank C. Branum |
| 773 | Hall China Co..... | F. I. Simmers |
| 776 | West End Pottery Co..... | J. P. Curry |
| 778 | Heisey Glass Co..... | Mr. Cassel |
| 780 | Ideal Cut Glass Co..... | F. L. Morecroft |
| 784 | Crooksville China Co..... | H. J. Bennett |
| 785 | Phoenix Glass Co..... | H B Whitney |
| 788 | Penn Cut Glass Co..... | M S Benford |
| 790 | Lazarus & Rosenfeld.. | Geo W Brownley |
| 792 | Hunt Glass Co..... | A L Blackmer |
| 794 | Sebring Pottery Co..... | E J Benjamin |
| 796 | Frontier Cut Glass Co..... | J S Weir |
| 797 | McKee Glass Co..... | Frank C Branum |
| 838 | National China Co..... | E E Wilgus |
| 840 | Wheeling Decorating Co..... | { E D Otto. F Thurm |
| 841 | S W Farber..... | S W Farber |
| 843 | Quaker City Cut Glass Co..... | A F Lemcke |
| 843 | Beals & Selkirk Trunk Co | H W Raymond |
| 939 | John J Hines..... | John J Hines |
| 941 | Aluminum Goods Mfg Co | J O Coleman |
| 942 | Cambridge Glass Co..... | C W McCartney |
| 944 | The Potters' Co-Operative Co.. | H P Knoblock |
| 1040 | Susquehanna Cut Glass Co... | { T W Hamilton H E Rainaud Co..... |
| 1041 | Kiefer Bros Cut Glass Co.... | { C O Kiefer Mr Dowdney |

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 20, 1918.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, one trustee for term expiring January, 1920, one trustee for term expiring January, 1921, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 8, 1919, at 12:30 p.m.

By order of Trustees,
L. S. OWEN, Secretary.

SEND US

Your Specials for quick sale or Samples
for Display.

ACTIVE. RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,
Manufacturers' Agents.

804 Victoria Bldg., St. Louis, Mo



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NEW YORK, JAN. 9, 1919.

THE POTTERS' CONVENTION.

Large Attendance and Great Interest Manifested. Tunnel Kiln Reported a Success.
Banquet on Wednesday Night.

THE annual convention of the United States Potters' Association was held at the Hotel Astor on Tuesday, January 7, with the largest attendance in many years, the following being present at the morning session:

ACTIVE MEMBERS.

Represented by
Edwin Bennett Pottery Co. Geo A Bauer
Canonsburg Pottery Co. James Shaw and W C George
Carr China Co. Thos Carr
Carrollton Pottery Co. E L Henderson and R E Henderson
Cartwright Bros Co. W T Tebbutt
Colonial Co. Chas Horton
Cook Pottery Co. C H Cook
Crookville China Co. Guy E Crooks
East Liverpool Potteries Co. W E Brown and B G Purinton
French China Co. O H Sebring
W S George Pottery Co. W S George
Greenwood Pottery. A J Tams
Hall China Co. R T Hall
Harker Pottery Co. H N Harker
International Pottery Co. A G Dale and Wm Burgess
Knowles, Taylor & Knowles Co. John B McDonald
Edwin M Knowles China Co. I W Irwin
Homer Laughlin China Co. Chas I Aaron and W E Wells
Limoges China Co. W I Gahris
Maddock Pottery Co. William Scammell
Mayer China Co. Ernest Mayer
D E McNicol Pottery Co. of West Virginia. Hugh A McNicol
D E McNicol Pottery Co. of East Liverpool, O. Hugh A McNicol
T A McNicol Pottery Co. T A McNicol
Mount Clemens Pottery Co. Chas E Doll
National China Co. I H Fisher and F P Judge, Jr

Represented by

Onondaga Pottery Co. E L Torbert and B E Salisbury
Owen China Co. C W Foreman and F D Cross
Potters' Co-Operative Co. H P Knoblock
Sebring Pottery Co. C L Sebring
Salem China Co. P McNicol and D M Cronin
E H Sebring China Co. J M Horton
Smith-Phillips China Co. W H Phillips, J T Smith and Thos B Anderson
Standard Pottery Co. P McNicol and D M Cronin
Stenbenville Pottery Co. H D Wintringer
Saxon China Co. Ray C Cliff
Taylor, Smith & Taylor Co. W L Smith, Jr
C C Thompson Pottery Co. Geo C Thompson
Vodrey Pottery Co. Jno W Vodrey
West End Pottery Co. Chas C Ashbaugh
H R Wyllie China Co. C S Spitler
Warwick China Co. C E Jackson
Chas Goodwin, Secretary.

ASSOCIATE MEMBERS.

Represented by

B F Drakenfeld & Co. C Nick Muessig
Edgar Plastic Kaolin Co. D R Edgar
Golding & Sons Co. C H E Golding
Rudolf Gaertner. R L Chambers
Hanovia Chemical and Mfg Co. Geo J Niebuhr
J B King Co. C W Capes
Maine Feldspar Co. Norman G Smith and Chas M Franzheim
National Lead and Oil Co. O C Sarver and W N Taylor
Palm, Fechteler & Co. Albert Picken
Pacific Coast Borax Co. H L Harris
Paper Makers' Chemical Co. Chas H Knight, Chas Brian and Geo Brian
Potters' Supply Co. D W Irwin
Roessler & Hasslacher Chem Co. W Malsch and H W Smith

HONORARY MEMBERS.

China, Glass and Lamps.....J G Kaufman & W H Gauding
Crocery and Glass Journal.....Geo M Jaques
Pottery, Glass and Brass Salesman, Joseph F O'Gorman

Dispensing with the reading of the minutes, Chas.

I. Aarons, the president, opened the proceedings as follows:

Upon the threshold of the new year we have all stopped the wheels awhile to take inventory and strike a balance to show as accurately as may be the net results of the breathless year of 1918, and to indicate how well we are prepared to meet the conditions of a most uncertain future. So far we have arrived safely. The volume of sales exceeded all records, and the earnings were all we could rightly expect after bearing our full share of war taxes and war charities. Under the contemplated revenue law, corporation earnings cannot materially exceed ten per cent of invested capital, and those earnings are subject to a still further tax after distribution. It is, therefore, obvious that no matter what our books may show to be the gross profits before deduction for taxes, our stockholders will not be permitted to keep enough to sustain the charge of profiteering.

But during 1918 success in business was for once a secondary motive. The great aim, the one great absorbing purpose, was the winning of the war. No personal nor business consideration could be permitted to place an obstacle in the way of the nation's fighting program. And now, that sense of intense relief after the nightmare of war, that feeling of satisfaction and thanksgiving over the amazing result, a feeling that lies too deep for words, are more than compensation for all the vicissitudes of last year.

It is to be hoped that the reports of our committees at this session shall cover in some detail the experiences through which our industry has recently passed. While the story is now fresh in our minds, the memory will fade eventually, and the narration should be recorded in permanent form. It will provide interesting reading for the potters of another generation. It will serve to check up those of you who are looking forward to the garrulous days of a green old age when you shall spin this yarn to the female operators of your continuous kilns.

All through 1918 we cheerfully submitted to conditions that would have been intolerable in times of peace. Through the virtual collapse of the railroads, and to the preference in shipping given to other industries, we were continually harassed by difficulty and delay in procuring raw materials, and in delivering the finished product. It was at times impossible to procure coal even from mines in which we were financially interested. Labor in some departments took advantage of the acute shortage of men and made exorbitant demands we were compelled to meet. The articles most urgently needed were frequently those the men refused to make, this being especially true of goods for the Government. To meet the views of a Government conservation committee, we pruned our lines down to the bare necessities. As a memento to that experience, we found our bins at the end of the year abounding in dead stock. At the very last we stood ready to obey a Government order to cut production to fifty per cent, but the sudden ending of the war canceled that program. While there may have been some grumbling over these difficulties, there was never any general complaint. Our problems were incidental to the war, merely a part of the big job. The one who kicked and criticised under such conditions was near neighbor to a slacker. It is to our credit that it was not done in the pottery craft. Besides there was always the redeeming feature of a strong demand at good prices. We have carried on thus

far without being hurt. That fact will sweeten our rejoicing over a victory that was worth much more than it cost.

But at inventory time we not only close the books on the old year, but also open them for the new. The future now concerns us more than the past. Our future is on the knees of the gods. Never before have we entered a new year with the business situation so beclouded with uncertainty, so pregnant with possibilities good and bad, and demanding such a calm and careful appraisal of the outlook. As a nation we have been sailing strange, uncharted seas, beset with dangers and befogged by the smoke of battle. Our industries have been carried safely through on the tide of swollen business, but we are now about to make the return trip. We cannot go back by the same route. We must find the way home to the good old harbor of normal conditions over unknown seas that have never before been traversed by any ship of state, and we shall be against the current all the way. Our boat has accumulated a load of barnacles in the way of a national debt of how many millions no one shall know until the bills are paid.

We find ourselves in a strange national atmosphere, we are torn loose from the anchorage of our old ideals, and our good old American conventions have been thrown to the winds. We are skirting the shores of government ownership; we are deeply involved in entangling alliances with foreign powers, and we are planning to tighten the lines by a compact called the League of Nations; we have delegated to one man authority and powers far exceeding those ever before possessed by any mere human being, and he has exercised them, and will continue to exercise them to the limit, in furthering the program, we hope, of making the world safe for democracy. We have a tremendous army on foreign soil, and we have a President conducting a tour of triumph through the distant lands of our allies. Our hearts swell with pride that he should be hailed as the outstanding figure of the war, while we gracefully forget that he is the same President who won his seat by keeping us out of the war, and the same one who warned his countrymen that the election of a Republican Congress would discredit him in Europe. In the meantime our ship is without a captain and a first mate. Can the crew keep it off the rocks until the skipper returns?

But, seriously, these extraordinary conditions must be taken into account. They may all be for the best, or otherwise. That only the future can determine. It may be that our President will prove as great in making peace as his friends believe him to be in making war. It may be that he is doing more in Europe to cement the good will of allied nations than he could do at home in dealing with our pressing internal affairs. If he succeeds in winning for us a bloodless victory of diplomacy, his name in history will crown the list of great Presidents.

But we are at the critical stage of reconstruction. The old order of things has gone forever. New relations must be established between nations, between government and business, between capital and labor—new relations, social, economic and political. And upon the result depends immediate business not only, but the welfare of our children and our children's children. Meantime business halts. A feeling of apprehension pervades the business world while we are being diverted by discussions of the freedom of the seas and a League of Nations. Let us hope for an abundance of wisdom in effecting a permanent solution of the things that now appear so uncertain and difficult.

Together will all of industrial America, the potters are vitally interested in the readjustment of wages, which must be faced before the year grows old. Will the Government take a hand, or will industry be left to work out its own labor problem in such a way that the change will

be so gradual as to escape a paralysis to business through labor disputes? The Government must take a hand, it must be the leader if for no other reason than that it is now the largest employer of labor by long odds in the whole world.

The price that the Government shall establish from time to time for labor will control the wages in private industry largely, and will be the chief factor in fixing the market prices of commodities. The Government has assumed that responsibility in taking control of our great utilities.

And there is the question of what shall be done to hold our markets for the home producer. The experience of the war has demonstrated beyond cavil the ability of America to take care of herself. Will that lesson be heeded, or shall we again throw open our doors to the unrestricted competition of the cheaper production of cheaper countries? Will Germany be given a chance to come back? Shall we build trade fortifications against Japan, or shall we have freedom of trade along with freedom of the seas? The Japanese peril has always been more commercial than military. Will our legislators see it that way?

These and many other questions of the period of reconstruction loom large before us as potters. We await the issue with confidence in the ultimate wisdom of those who have been chosen to represent us at Washington. If given only an even chance with our foreign competitor, we shall ultimately produce all the requirements of this continent in pottery fabrications, and make a strong bid for trade overseas.

The outstanding fact at the conclusion of the war is that America is at this moment the most favored nation on the face of the earth, and there is reason for the faith that our problems will be worked out successfully. We may falter a bit at the threshold of a new era, but all signs point to a triumphant America whose ideals shall in the end prevail.

William Burgess took the floor and spoke of the development of chemical ware and guides for looms, both of which before the war were made only in Germany. He said that while spark plugs had been made in small quantities in this country before the war, we were now independent of Germany in that respect.

The Committee on Price Lists reported that there was no disposition on the part of the committee to disturb the present rates, but it might be well to discuss this matter later on.

Geo. C. Thompson thought that many items now manufactured might be eliminated—in fact, he would like all the items listed as C. C. ware taken off, and gave good reasons.

Mr. Solon said it was impossible for manufacturers to make a list which would suit everybody, because nearly everyone had a special trade and made items for that trade which the others did not furnish.

After some discussion it was resolved that all restrictions on items and sizes be removed. At the same time everybody was to keep lines as small as possible.

A discussion on costs followed, and it was suggested that a universal cost system be adopted.

W. E. Wells then spoke of the Government's re-

quest for a copy of all Government orders, together with a complete record of costs of same, to be returned within sixty days. He said that was impossible.

Getting back to the matter of items, Mr. Thompson thought it was important that this be settled, and that it should be taken up by a committee.

Mr. Wintringer said he had learned that the English potters were concerned about this question of items and were willing to follow the American manufacturers in both items and sizes.

At this point letters from Homer J. Taylor and R. M. Hurd, Chairman of the National Defense Society, were read requesting that the latter be allowed to address the convention. After a spirited debate it was voted that Mr. Hurd be given fifteen minutes at eleven o'clock on Wednesday.

REPORT OF TRANSPORTATION COMMITTEE

To the President and Members of the United States Potters' Association:

We herewith present to you the report of this committee for the year 1918.

Early in 1918 the railroads were taken over by the United States Government. W. G. McAdoo, Director-General, was appointed over the railroads in the United States. Shortly after his appointment there was an advance of freight rates on all commodities of 25 per cent.

On about April 1 the proposed consolidated freight classification No. 1, consolidating the official, Southern and Western classification. These changes would mean an additional increase in freight of 25 per cent to 30 per cent. At the same time there was an examiner appointed by the Interstate Commerce Commission to give anyone the opportunity of being heard.

On July 8 there was a brief prepared and submitted to the different chairmen of the classification committees and to Examiner Disque of the Interstate Commerce Commission.

On November 13, assisted by different members of your association, there was another brief prepared and submitted for hearing before Examiner Disque of the Interstate Commerce Commission and the chairmen and representatives of the different classification committees. This hearing was held at Washington, D. C.

Up to the present time we have had no positive decisions as to what the outcome would be of these briefs which were presented. We have, however, had a letter from R. N. Collyer, of the official classification committee, in which he states that he has recommended to Examiner Disque in I. C. C. docket No. 10204, covering proposed consolidated freight classifications No. 1.

Provision is proposed for chinaware or porcelain ware, not otherwise indexed by name, at declared valuations:

\$20 per 100 pounds or less, rated in official classification territory L. C. L. 3, C. L. 5, carload minimum 24,000 pounds.

Over \$20 per 100 pounds, L. C. L. 2, C. L. 4, carload minimum weight 24,000 pounds.

Earthenware or stoneware, N. O. 1, B. N., L. C. L. 3, C. L. 5, 24,000 pounds minimum.

The above classifications are accepted in this manner, the only difference between that rating and the rating now in force will be less than carload, which now takes third class, less 20 per cent, will be third class rate net.

We have not heard from the Western and Southern classifications, but it is generally believed that they will

adopt practically the same rates as the official classification; in other words, they will let their present classification stand as it is.

We herewith submit the brief of November 13.

A long discussion followed, in which Messrs. Torbert, Wells, Cook and Knoblock took part. The main subject of the debate was on the matter of small claims. It seems that dealers make claims for breakage on amounts ranging from fifty cents up, and these claims are not only a source of annoyance, but the Traffic Commission uses them as a lever to prove the fragile nature of the ware, and in consequence raises the classification and freight rates on very possible occasion.

It was moved that from now on no claims be filed except on bona-fide wreckage, and that filing of claims by customers for less than one per cent of the invoice be discouraged. It was further resolved that a committee be appointed to devise means for disseminating this information to all buyers.

REPORT OF STATISTICS COMMITTEE.

The production of earthenware and china in the United States of such kinds as are made by the members of this Association during the year 1917 was as follows:

| | |
|--|-----------------|
| White granite, semi-porcelain and C. C. ware..... | \$20,920,469.00 |
| China..... | 4,805,906.00 |
| | <hr/> |
| | \$25,726,375.00 |

This in value is an increase of \$4,056,613.00, or 18.72 per cent, over the production of 1916.

The production by States was as follows:

| | |
|-----------------------|-----------------|
| Ohio..... | \$13,222,826.00 |
| West Virginia..... | 4,421,017.00 |
| New Jersey..... | 2,673,319.00 |
| New York..... | 1,574,962.00 |
| All other States..... | 3,834,251.00 |
| | <hr/> |
| | \$25,726,375.00 |

Smith-Phillips China Co. have added one kiln to their plant.

A number of tunnel kilns at Sebring and other localities have been built and are in operation, particulars of which will no doubt be found in the report of the Kiln and Fuel Committee.

The following deaths have occurred during the year: Elmer E. Albright, of the Albright China Co.; Mrs. E. H. McNicol, president of the Potters' Co-operative Co. and widow of the late H. A. McNicol.

REPORT OF THE MACHINERY COMMITTEE

During the year of 1918 there has been considerable activity shown by many manufacturers in the development and installation of labor-saving devices. The most important of these has been the development of the improved stove rooms which eliminate the mold runner. In some instances, in conjunction with these, automatic spreading and battering-out machines have been installed, so doing away with the batter-out and making the jigger a one-man proposition instead of three. The automatic stoves might be divided into three classes: the revolving stationary stoves; the McMaster stove, in which the slide is withdrawn from the stove proper and placed in

position by the side of the jiggerman, and the conveyor type, in which the molds are carried from the jiggerman's hands in either one or more flights and delivered to the other side of the stove into the hands of the finisher. This latter type, while probably the most expensive, is undoubtedly the most efficient. There have been two developments of the combined batter-out and jigger, one installed by the Wheeling China Company, in which two Crossley spreading machines are used, each operated by the jiggerman's hands, the other the complete installation supplied by the Potters' Equipment Company, in which the jigger, spreader and stove are one unit. In this machine the drive at the stove synchronizes with the speed at which the jiggerman works, the result of this being that the empty shelf and empty mold are always at exactly the height of the jiggerman's hands, who does not therefore have to reach up or down in placing the mold upon the shelf and he does not have to operate at intervals the movement of the stove. The jiggerman already has clay within reach of his hands without having to move away from his jigger, throws a ball of clay on to the spreading block, at the same time touching the small treadle with his foot. (The jigger and spreader unit are placed closely together.) This automatically puts the spreading machine in operation, which makes and polishes the bat and comes to a standstill within four seconds. The jigger is also equipped with a start and stop attachment operated from the pull-down. When the pull-down is released at the time when the jiggerman wishes to put the empty mold in the head, the head is stationary and does not revolve. Immediately the pull-down is operated the jigger head commences to revolve. The object of this attachment is to make it possible for the jiggerman to throw a bat of clay on the mold while it is in the head, so doing away with the waste movement of putting the mold on the bench in order to throw on the bat. Taking all things into consideration, it is far easier for the jiggerman to work with less labor with this machine, and at a greater speed and with more convenience, than with any other machine.

The Saxon China Company report that they have installed a gravity conveyor, 40 feet in length, which is portable and can be moved from kiln to kiln. They are using this conveyor for the drawing of their kilns and find it a distinct advantage. This firm has also installed automatic coal unloaders and overhead conveyor systems for the handling of coal, and have equipped their jigger rooms with twenty of the McMaster stoves.

The Crossley sagger presses have also been installed at the Homer Laughlin China Company and the Owen China Company. This latter firm has also installed coal unloaders, and they report that they now unload their coal for 4 cents per ton as compared with 37 cents per ton with the old system.

McMaster stove rooms have also been installed by the E. H. Sebring China Company and the Crooksville China Company, while the French China Company has adopted stoves built by the Medart Pulley Company. The Albright China Company, the Mercer Pottery Company, the Clay Casting Company of Virginia and the W. S. George Company have installed the complete unit supplied by the Potters' Equipment Company.

Circular revolving stove rooms have also been installed at the Potters' Co-operative Company and the Cartwright Bros.

Your committee thinks that during the year of 1918 more improvements have been added to the manufacturers' equipment than in any other previous year. While these have mostly been confined to the clay department, it is hoped that this same spirit will appear in the other departments of our industry during the coming year.

Mr. Sebring made a verbal report on the American Dressler kiln which the Limoges China Co. has just installed. In the main, he said, it was a success, although there had been some trouble occasioned by the gas-producer not working just right at times. Several thousand pieces of biscuit had gone through, coming out equal to, or better than, the ware from a regular kiln. A few pieces of glass had also been sent through and had come out all right. He brought up the question of paying the kiln hands, and related his experiences.

After a prolonged discussion on the labor problem it was resolved that the wages paid for labor in operating this kiln during the experimental stage should have no bearing on wages when once the kiln was installed. Conferences with the Brotherhood would be held, and wages fixed.

REPORT OF LABOR COMMITTEE

The labor shortage due to war conditions, which began to be felt more than two years ago, continued throughout the year 1918, steadily becoming more acute until the signing of the armistice on November 11th. Since that date some slight improvement has been observed, but with a few exceptions the potteries are still far from being fully manned. There was a material curtailment of production during the early months of the year due to fuel problems, but aside from that all the loss of time in 1918 may be attributed to the labor situation. It is true there were some transportation difficulties, and at times the stocks on hand and in sight, of certain materials, were dangerously low, but it was rarely indeed that any pottery was entirely out of anything essential to keep things moving. The loss of production on that account may be considered negligible.

From the best information available it is estimated that the plants of our members were operated at seventy per cent of capacity for the year as a whole. Of the thirty per cent loss it is fair to attribute twenty per cent to shortage of men and unnecessary idleness, and the balance of ten per cent to other causes. Had every man available applied himself diligently with a desire to perform his full duty through a trying period, there would still have been some shortage, but much less than that which actually occurred.

The most serious problem with which we had to contend was the refusal of certain men to work with any degree of regularity, or anything approaching full time. Careful records kept by some of the firms show that the average per man in certain departments was less than thirty hours per week over a stretch of several months. There was no remedy except moral suasion, which does not work with the natural born loafer. Such men, being without pride or ambition, having no interest in the welfare of their fellow workmen or their employers, can be controlled only by the fear of discharge. There was no such fear during the war period, as the discharged man had his choice of any number of good jobs whenever his money and credit became exhausted and he was forced to decide between work and an empty stomach.

This disposition was by no means universal. Credit must be given a majority of the men and nearly all the women for an honest desire to do their bit. Many of them responded to the appeal of the government setting forth the patriotic duty of every citizen to do his utmost to keep the wheels of industry moving to the end that the gap made by men drawn into the service might be

filled largely, and national wealth created sufficient to finance the war and the enormous incidental charities. Others realized that war conditions and war wages were but temporary, and sought by diligent work to lay something by against the time when work will not be so plentiful nor wages so artificially high. But there were enough of the slackers who work only when they are broke to seriously handicap those who were doing their best. From this cause alone there was probably a production loss of fifteen per cent, or of approximately \$4,000,000.

The women are entitled to a word of commendation for their admirable behavior throughout the war period. There was no slighting or slacking of work on their part and their time record is excellent. They stood ready to do a man's work whenever given the opportunity, and in almost every instance where they were substituted for men, they made absolutely good. This shifting, did not become very general in the potteries, but had the war continued, and the program for an enormously increased army been carried out, there can be no doubt our women would have filled the gap largely, and the women of America would have matched the splendid war record of the women of England and France. It is also worth recording that the purchase of Liberty Bonds and the subscriptions to war charities by the women were more liberal than those of the men based upon comparative wages, and they came more nearly making their subscriptions one hundred per cent good.

The 1917 Wage Agreement which became effective October, 1917, was to remain in force until October 1st, 1919, unless terminated upon ninety days' notice by either party, such notice not to be filed earlier than July 1st, 1918. Wages in other industries continued to increase, and it became apparent that it would not only be advisable, but proper, to grant a general wage increase regardless of the terms of the contract. Consequently, the Labor Committee met at East Liverpool on June 14th for the purpose of considering this matter, and a decision was reached to defer action until after the Brotherhood Convention to be held at Atlantic City in July, and then, in case that convention did not formulate extreme and unusual demands, we should voluntarily offer to the officials of the Brotherhood a general advance to become effective as soon as it might be formulated.

Following the convention, the officials of the Brotherhood notified the Labor Committee that they were ready to entertain any proposition along the line of a wage revision that the manufacturers cared to submit, and, if they were offered something they could accept, then they would not submit the usual list of propositions, nor give notice of the termination of the scale. Acting upon this advice, the Labor Committee met at Pittsburgh on July 18th, the day that affairs took a favorable turn on the battle front, and made a rough draft of a new wage scale which was presented to a general meeting of our Association, which was held at the William Penn Hotel on the next day, July 19th. With some modifications and recommendations the schedule presented by the Labor Committee was approved, and the conclusion of the agreement left in the hands of the committee. In pursuance of these instructions, the committee again met at the William Penn Hotel on July 26th. The wage proposition was put into final shape and on the same afternoon presented to the Executive Board of the Brotherhood. From such little information as could be obtained as to the expectations of the Brotherhood officials, we are inclined to think the offer was rather more liberal than they anticipated. With but little change the proposition was accepted, and was embodied in Supplement No. 1 to the 1917 agreement, which became effective the first full pay in August.

In the application of the revised scale, it was found that some details had been omitted, and that some features should be corrected. Consequently, another meeting with the Executive Board of the Brotherhood was held on September 10th. The necessary revisions were agreed upon and published as Supplement No. 2 of the 1917 Agreement, becoming effective the first full pay after the date of the meeting.

Early in 1918 an increased demand for heavy hotel goods developed largely as the result of the requirements of the United States Government. This demand could not be met, largely because the jiggermen and their helpers would produce only a limited quantity of such wares. In an effort to remedy this situation, the Labor Committee held several meetings, and finally on May 3 granted the privilege to every member to pay a day wage of \$5 per eight hours to any jiggerman working exclusively on hotel ware. This plan was tried out quite extensively, but it did not accomplish the desired results, as it was found the output per jigger was decidedly less than when operated on the piece-work basis. This plan was, therefore, abandoned at the time the new agreement was signed, and such advances made in the scale of piece work prices for hotel goods that it has since been comparatively easy to maintain adequate production.

There has recently been some agitation on the part of kilnmen and others for extra pay in handling hotel goods, but there is absolutely nothing in the record of earnings in these departments to indicate that such demands are entitled to consideration. It can be reasonably assumed that since the Government demand has ceased the production of hotel goods will return to something like normal, in which case the demands for special compensation should either be withdrawn or flatly declined.

The agreement with the engineers of the East Liverpool district, under which they were receiving \$3.90 per day, expired November 1st, 1918. Several months prior to that date they asked the Labor Committee for a voluntary increase. They were offered a rate of \$4.50 per day, to date back to July 1st. This they declined, and at the expiration of the agreement they filed a demand for 60 cents per hour. The Labor Committee, being unable to procure a modification, suggested that the subject be submitted for arbitration to the East Liverpool Community Labor Board. This was agreed to, and the Board awarded a rate of \$5 per day. After operating under this rate for a short time, the engineers, who had voluntarily agreed to place the matter in the hands of that board, pretended to discover that the finding was not mandatory. This was known, or should have been known, from the beginning, but, at all events, the engineers repudiated the award, and again demanded the rate of 60 cents per hour. This being refused, they went on strike, and we were forced to meet with them again on November 18th and accede to their exorbitant demand. The meeting was an exceedingly heated one, during which the opinion of the attitude of the engineers and of the personnel of their hold-up committee was quite freely expressed.

During the year many meetings have been held between the Brotherhood and a committee of the makers of vitrified china in the work of revising and tabulating a complete uniform wage scale, which has been demanded for several years. This work has been completed and approved by the Labor Committee in nearly all departments, and the results are attached to this report for permanent record as follows:

UNIFORM WAGE SCALE FOR VITREOUS HOTEL CHINA

Placing in Glost Kilns.
Placing in Bisque Kilns.
Pressing.

Turning and Handling.
Packing.
Jiggering and Dishmaking.

There are also attached hereto for permanent record:

Supplements Nos. 1 and 2 of the 1917 agreement.

Agreement of June 4th covering wages to men operating sagger-making machines.

Kiln drawing agreement of August 20th, 1918.

The introduction to Supplement No. 1, which is the scale now in force, reads as follows:

"It is understood that all advances made over the 1917 scale as hereinafter provided are granted to assist in meeting war conditions, and that a return to normal in national affairs will warrant a readjustment of wages accordingly."

Sooner or later this year we shall have to face this question of readjustment and call upon the Brotherhood to show the same disposition on a falling market that we displayed on a rising market. It will not be a pleasant task. It is more agreeable and easy always to advance than to lower wages.

Each advance in wages was covered by a corresponding increase in selling prices. But the turn is in sight. Market prices of all commodities including pottery products must eventually recede. It is not at all probable that present war prices in our lines can be held until the expiration of the wage agreement next October. Obviously a wage decrease should precede a lowering of prices. We shall be warranted in making these changes only when a similar movement becomes general in other lines, and in order to avoid serious dislocation of business the recession of both wages and selling prices should move in gradual steps. We should walk down the same stairway we have been climbing for two years or more, rather than to fall down the elevator shaft. If labor will walk with us rather than to be dragged down there should be no trouble. We should be reasonable to the last degree, and not attempt to go faster nor farther than necessary. It is our hope that we shall never get down to the limit of pre-war conditions, but we must keep step with the march of national business and go down fast enough to maintain our hold on the home market, and perhaps to acquire a share of the business overseas which for all time past has been the prerequisite of our foreign competitors.

The reference to selling prices herein is addressed to the individual member in the way of advice. As an association we have nothing to do with such matters.

Mr. Scammel called attention to the fact that Walter Lenox had made a set of china for the White House. He eulogized Mr. Lenox for his devotion to the art of potting, to which he had devoted his life, and said that even in his present weak state he still attended to business. It was moved that a set of resolutions showing the appreciation of the U. S. Potters' Association be sent to him.

REPORT OF HISTORIAN

Had this annual meeting convened next Monday, the 13th inst., we would have celebrated our forty-fourth birthday, for this association was organized at a meeting held at the Merchants' Hotel, Philadelphia, Pa., January 13 and 14, 1875, as the result of activities on the part of a committee composed of J. Hart Brewer, John F. Thompson and C. Hilson, who sent out a circular letter under date of December 18, 1874, advising that it was the unanimous opinion of a meeting of Trenton potters that the



Banquet of the United States Potters' Association at the Hotel Astor, New York, January 8, 1919.

magnitude of the earthenware interests justified the formation of a national association, and later, under date of January 4, 1875, as a result of the receipt of many cordial replies to the circular letter favoring such an association, called the meeting of organization for January 13 and 14 at the Merchants' Hotel in 1875. Of the forty-one firms represented at this first meeting, B. C. Simms, of the C. C. Thompson Pottery Company, is to-day, I believe, the only one living and still actively engaged in the pottery business. The officers chosen for the first year were: John Moses, Trenton, president; M. Tempest, Cincinnati, vice-president; James Carr, New York, vice-president; B. C. Simms, East Liverpool, vice-president; J. H. Brewer, Trenton, secretary, and T. C. Smith, Greenpoint, N. Y., treasurer.

My report as historian of the association cannot avoid being to some degree a repetition of some of the data given in other reports, but I hope that this fact will not make the reports any less interesting.

Nineteen-eighteen has been a year of unsettled conditions, the one redeeming feature being that each firm could secure his price for the output of his factory. Our labor troubles, while possibly not so extreme as the year of 1917, have been fully sufficient, and coupled with these has been the very trying situation as a result of war conditions which made it next to impossible to know just where we stood.

The handicaps of shortage in labor, fuel and cars, both for incoming and outgoing freight, have been too numerous to mention. Efforts to overcome these handicaps have been made in the installation of a number of sagger machines, new continuous stove rooms and, in one case, the erection of tunnel kilns. Spreaders to do away with the batter-out have been installed with some of the new stove rooms, and are reported as working successfully.

Scarcely had we returned from our last annual meeting when word was received that the War Board had recommended that pottery be placed on the non-essential list. The executive committee was called together immediately and as a result every member was wired to attend a meeting called for Washington on December 4, the final result being that potteries were permitted to operate as best they could under the trying conditions of various shortages and the withholding of pottery from the non-essential list, for which we were thankful.

The shortage of cars for both incoming and outgoing freight became so acute that on February 26 a meeting was called in the East Liverpool district, this meeting being addressed by John F. Lent, of the Lent Traffic Company, of Pittsburgh, Pa. Mr. Lent was able to convince those present that he could be of assistance to them, with the result that twenty or more firms made contracts with the Lent Traffic Company, and I am advised that very good services were rendered and certain relief in both in and out shipments experienced.

The labor committee seemed to be continually on the job, holding close to twenty meetings, resulting in the solving of many problems difficult to handle on account of the war conditions. Two of these meetings resulted in the first and second supplements to the 1917 agreement.

Following in the line of other industries, and at the request of the War Industries Board, the line of articles manufactured was largely reduced at a meeting of the association held at East Liverpool on August 16. The restricted list was printed and circulated, together with a copy of resolutions prohibiting the introduction of either new shapes or new decorations.

On October 16 we were again thrown into confusion when the chairman of our war service committee received word that the capacity of our industry was to be reduced to 50 per cent of 1917. With the handicap of strikes, shortage in labor and material, it was conceded that 1917

had been about a 70 per cent of capacity year; hence to reduce us to 50 per cent would have meant about 35 per cent of capacity, which would have been so low as to almost prohibit any attempt to operate. Our war service committee at once went to Washington, calling upon our entire membership, hotel associations and the executive board of the Brotherhood to lend their presence and co-operation. The arguments presented to the authorities at Washington were sufficient to overcome the extreme capacity reduction and the industry was placed on a basis of thirty-six firings per glost kiln per year. On November 13 this was increased to fifty-four firings per glost kiln per year. On November 23 our resolutions of August 16 and the restricted list of articles to be manufactured were canceled in full, and on December 1 the Priorities Division of the War Industries Board advised the chairman of our war service committee that all restrictions made affecting the pottery industry were canceled and all pledges made or executed were revoked.

The next matter to disturb us was on November 9, when the freight classification, which we had every reason to believe had been settled at the hearing in New York before the Interstate Commerce Commission, came to life in the fact that the commission had permitted the carriers to file a reply to our brief on the condition that we be given an opportunity to cross-examine. The changes in the classification which were asked were, in our opinion, so unfair that, failing to secure a hearing before the commission in Chicago, once more our membership hiked to Washington, there, through the chairman of our labor committee, to cross-examine the carriers' representatives. The final decision of the commission has not as yet been given.

Thus we end the year and meet to-day in the new year of 1919, thankful for peace and the knowledge that we have fought a good fight and that our reward is sure if we will only take advantage of the experiences of the past.

Deaths in the association this year were: A. E. Albright, founder and part owner of the Albright China Company; Mrs. E. H. McNicol, widow of the late H. A. McNicol, and president of the Potters Co-operative Company.

Mr. Wells then addressed the meeting on the benefits of the Association, and called attention to the fact that every request the Government had made had been anticipated by it, and that its methods had been adopted as the standard by all other industries.

REPORT OF WAR SERVICE COMMITTEE

Prior to the election of the War Service Committee the potters were called before representatives of the Shipping Board at Washington on March 27th to show cause why the importation of English china clays should not be prohibited, or largely curtailed. Quite a number of our members attended that meeting, at which large delegations of paper-makers, paint-makers and others were present. Several ceramic authorities from the colleges of the country were present at the invitation of the Shipping Board, and they argued that there was no good reason why the potteries could not operate exclusively upon American materials. The question was debated pro and con at some length, but no order of curtailment was issued on that occasion, nor at any time later. We agreed, however, with the Shipping Board to co-operate with the Bureau of Standards in a series of experiments with a view of working out an all-American body, and to bear the expense of that work.

In pursuance of that arrangement, Prof. A. V. Blei-ninger of the Bureau of Standards at Pittsburgh worked out sixty-four combinations of all-American bodies and placed these in the hands of our committee, consisting of

the following: J. Poole, Chairman; H. N. Harker, Patrick McNicol, W. L. Smith, Jr., Charles L. Sebring.

In conference with Prof. Bleininger, this committee persuaded him to cut down the number of experimental bodies to forty-six. The necessary raw materials were assembled and combined by the use of the experimental mixing plant at the Patterson Foundry and Machine Co., East Liverpool. The work was very tedious and dragged along for several weeks. The clay made in these forty-six body mixtures was distributed among ten of the East Liverpool potteries to be made up in sample plates, teas, etc., and fired in bisque. After this was done all the bisque ware was assembled at the plant of the Taylor, Smith & Taylor Co. and fired in the glost, the idea being that the test would be more conclusive as to comparative merit if all were fired with the same glaze. This task has just been completed, and the results are now assembled at the Association rooms in East Liverpool ready for inspection by Prof. Bleininger.

At the request of Mr. W. H. Manss of the Chamber of Commerce of the United States, the potters met at Washington on July 29th and elected a War Service Committee consisting of the following: C. C. Ashbaugh, Charles L. Sebring, H. D. Wintringer, Ambrose G. Dale, William Scammell, J. E. Torbert, W. E. Wells. The committee was later organized by electing W. E. Wells chairman and C. C. Ashbaugh secretary.

While at Washington the potters were called before the Hardware and Hand Tool Section of the War Industries Board for a general discussion of the relation of the industry to the war work of that board. At a subsequent meeting with the War Service Committee alone on that day, we were asked to state how much pottery the members of our Association were prepared to furnish the Government. It was a question that could not be answered in very specific terms since the gentlemen connected with that division had no idea as to what articles would be wanted, nor how much of them, nor how soon. We again made the suggestion that if the purchasing of crockery for war purposes could be concentrated in the hands of one committee or division, the War Service Committee would be glad to co-operate with such committee, and to pledge the resources of the Association members to supplying the government with what it needed. At that time the Hardware and Tool Division apparently had an idea that this could be accomplished, but it appears that the plan was disapproved later by the purchasing officers of the Army and Navy, and all buying for government purposes until the end of the war was done by each purchasing officer, with little or no co-operation with other departments. It, therefore, transpired that the War Service Committee was never asked to procure supplies for the government.

On this same date, July 29th, the War Service Committee was called before the Conservation Division of the W. I. B., and it was suggested that the manufacture of many articles that were not of the first importance could be discontinued for the duration of the war, and our promise was given that we would investigate the matter and report.

The makers of vitrified china took up the subject immediately, and within a few days met at Pittsburgh and constructed a list of the articles to be continued. This list was approved by the War Service Committee and submitted to the Conservation Division on August 17th. The committee of the semi-porcelain manufacturers constructed a similar list, which was submitted to a general meeting held at East Liverpool on August 16th. It was adopted with some modifications, and a copy of the list mailed to the Conservation Division on August 17th.

The eliminations by the china makers were more drastic than those in semi-porcelain. For example, the Green-

wood Pottery Co. which had been making 1616 items cut their list down to 116. The Maddock Pottery Co. had been listing 549 items and reduced their line to 131. The Homer Laughlin China Co. had been making 505 items and reduced this to 230. We decided to make no more moulds of the restricted articles after the date the list was constructed, and to discontinue the use of all moulds already made after sixty days.

There was the usual delay at Washington, and the official list was not promulgated until September 18th. For the purpose of including it in the permanent record, a copy of the Conservation order is herewith attached.

Your War Service Committee had a further conference with the Conservation Division on October 16th, and considered some changes that were suggested by the importers. A revised list was accordingly issued by the Conservation Division on October 30th, but made but few changes. On November 21st, shortly after the end of the war, these restrictions were officially withdrawn as per the following copy of letter:

"Owing to the changed conditions in the china and crockery industry, the Conservation Division has decided, with the concurrence of the Commodity Section, that the conservation schedule that has been issued to the china and crockery manufacturers will be rescinded. Will you please notify the members of the industry of this decision? Should your committee wish to confer with this Division before this announcement is made public, will you please notify us immediately?"

"The information that we have received in the course of our inquiries regarding this schedule indicates clearly that substantial saving of labor, material, equipment and capital are resulting. We heartily appreciate the spirit of co-operation that has been shown by the china and crockery industry and we hope that the industry of its own accord will find it possible to continue to observe those provisions of the schedule which eliminate needless waste and can be carried out without hardship."

The several war boards at Washington were evidently not acting in conjunction, as the War Service Committee was called to Washington on September 6th by Mr. Charles Catlett, Chairman of the Refractories Section, to discuss the question of the importation of English china clays. We had assumed this subject had been finally covered at our previous conference with the Shipping Board. However, we again stated the case, and at the request of Mr. Catlett, the Chairman of the War Service Committee, embodied the entire argument in writing and submitted it a few days later. Nothing further was heard of that matter.

On September 6th we were called before another division of the War Industries Board, and requested to substitute American materials for English cliffstone paris white, and were informed that our requirements in this material were imposing a heavy burden upon the shipping facilities. When we stated that the entire requirements of our industry per annum did not exceed 1500 tons, that matter was dropped.

On this same date, September 6th, we appeared before the Priorities Division and solicited some relief for eleven potteries whose stock of kiln coal was down to the danger point. The necessary coal was later supplied through an order of the Priorities Division, and we believe that our members with one or two exceptions, and for short periods, were never entirely out of coal.

On October 9th the Committee was again called to Washington by the Priorities Division, and, as usual, we had no intimation before reaching Washington of the purpose of the call. We were asked to state in detail the fuel situation, and the requirements of the potteries for the coming Winter, and after covering the entire subject and consulting also with the Fuel Administra-

tion, we found it would be possible to obtain our needs in special kiln coal without interference with more important war work. There was no intimation during this conference that the Priorities Division had in mind any subject other than that of fuel, but a few days later it developed that they were after information on which to base a curtailment order. Our first official advice of this came in the form of a telegram on October 16th as follows:

"Committee has instructed pottery manufacturers to cut production 50 per cent of normal. Suggest 1917 production as basis. Effective October 1st for six months. Please notify industry.

RHODES S. BAKER,
Assistant Priorities Commissioner."

A meeting was immediately called at East Liverpool to consider this amazing unexpected order, and the War Service Committee was directed to go to Washington immediately and endeavor to procure a modification. We, therefore, met with the Priorities Division again on October 19th, and Commissioner Baker expressed amazement that we had been unable to read his mind on the previous visit. However, we argued that production should not be cut below a rate of three firings per month of each glost kiln. The Commissioner promised to take the matter under consideration, and we believe the potteries continued operating in the usual way awaiting a final decision. This was forthcoming on November 4th in the form of the following order.

"Temporarily we will consider that the Pottery Industry is working on a basis of 36 firings per year per glost kiln. The final ruling will be made shortly when the War situation crystalizes. Please notify the industry."

A meeting was called at East Liverpool to determine what action should be taken in promulgating the order, with the result that the following letter was addressed by the Secretary of the Association on November 7th to all members:

"On the evening of the 5th inst. representatives of twenty-three of our members met in a hurriedly called meeting to consider a letter received that day by the Chairman of our War Service Committee, from the Priorities Division of the War Industries Board, which read as follows:

'Temporarily we will consider that the Pottery Industry is working on a basis of 36 firings per year per glost kiln. The final ruling will be made shortly when the War situation crystalizes. Please notify the industry.'

Following discussion of this letter, the following action was taken:

Resolved, That the Secretary of the United States Potters' Association be instructed to furnish each member a copy of the instructions just received from the War Industries Board, by Mr. Baker, with the suggestion that each manufacturer deal with the matter according to his convictions as to how his operations may best fit in with the Government War program, and at the same time comply with the instructions of the War Industries Board as to production."

On November 11th, the day the armistice was signed, the Priorities Division issued their Circular No. 57, which increased by 50 per cent the amount that various industries were permitted to operate under the previous orders, and this included pottery. All restrictions were finally removed, effective December 1st, as per the following letter of November 30th:

"Effective December 1st, 1918, all restrictions promulgated by the Priorities Division of the War Industries

Board affecting the pottery industry are hereby canceled, and all pledges heretofore made and executed by any member of said industry are hereby revoked.

Please notify each member of the industry and acknowledge receipt of this notice to me.

Yours very truly,
(Signed) EDWIN B. PARKER,
Priorities Commissioner."

The War Service Committees of all industries were invited to attend a meeting at Atlantic City December 4th, 5th and 6th, which was engineered by the Chamber of Commerce of the United States for the purpose of considering a reconstruction program. That meeting was attended by the following members of our Committee: Charles L. Sebring, H. D. Wintringer, C. C. Ashbaugh.

Respectfully submitted,

Mr. Thompson moved that a committee be appointed to nominate officers for the ensuing year, and the president appointed Messrs. Thompson, Ashbaugh, Dale and T. A. McNicol.

Mr. Burgess spoke about the proposed "free zone," explaining that under its provisions the du Ponts had arranged to have a permanent exhibition at the Grand Central Palace where foreign manufacturers could engage space at a very small rental. They could bring in their samples without paying duty, and being under no great expense, paying no taxes, and contributing in no way to the support of the country, could undersell everybody. He thought some action should be taken to head off this menace to the trade.

The Membership Committee reported that it recommended for active membership the Guernsey Earthenware Co., Summit China Co., and Warren Munger, and for associate membership the American Dressler Kilns, Inc.

Although the regular business had been pretty well covered, the president said it was too early to adjourn, and asked if somebody wouldn't "start something."

Something was started when Mr. Wintringer mentioned Government ownership of railroads. It did not take long to show that Mr. McAdoo was not in favor with the members, and his idea of Government ownership was sat down upon hard.

The question of continuing the Labor Committee came up, and before Mr. Wells, its chairman, had a chance to say a word it was continued as a Reconstruction Committee.

Meeting then adjourned to meet at 10:30 a.m. Wednesday.

WEDNESDAY'S SESSION.

The Association met at eleven o'clock on Wednesday, and immediately went into executive session. It was four in the afternoon when the election of officers was reached.

R. M. Hurd, who was to address the meeting, failed to appear.

The changes in the officers elected are as follows:

president, Chas. L. Sebring; first vice-president, Wm. Burgess; second vice-president, W. L. Smith, Jr.; third vice-president, B. E. Salisbury; secretary, C. F. Goodwin.

With a few changes the standing committees remain practically as they were last year.



THE BANQUET.

At half-past seven the members gathered in the Belvedere room, and after the orchestra had played "The Star-Spangled Banner," with every man present saluting, seats were taken to enjoy the following menu:

| | |
|--|-------------------------------|
| Huitres de Cape Cod en Cocktail | |
| Veloute de Caneton, Bordelaise | |
| Celeri | Olives Noix sarees |
| Saumon de Kennebec bouilli, sauce ravigote | |
| Pommes de Terre persillees | |
| Gratin de Ris-de-Veau et Haricots verts, Virginienne | |
| Pintade en casserole au Genievre | |
| Salade Moderne | |
| Pouding glace, Palmyre | |
| Gateaux de Victoire | |
| Cafe Noir | |
| | Louis Roederer, Carte Blanche |
| | Haut Barsac 1909' |
| | White Rock Water |

Gathered around the tables were

| | |
|-----------------------|---------------------|
| Wm. Burgess | J. F. O'Gorman |
| W. S. George | Robt. J. Hall |
| B. E. Salisbury | Thomas B. Anderson |
| W. E. Wells | H. Dan Smith |
| C. L. Sebring | William H. Phillips |
| Marcus Aaron | T. W. Fisher |
| M. Solon | J. W. Irwin |
| R. L. E. Chambers | F. P. Judge, Jr. |
| Chas. F. Goodwin | Thos. C. Mitchell |
| A. T. Hardy | C. L. Spitler |
| George C. Thompson | Jno. W. Vodrey |
| P. L. Mallor | O. C. Sarver |
| Frank Graff | C. Merts Franzheim |
| John George | Norman G. Smith |
| De Witt D. Irwin | D. M. Cronin |
| E. L. Henderson | John S. Cronin |
| Capt. W. L. Henderson | Robert W. Hall |
| M. A. Gesner | Richard H. Keller |
| H. P. Knoblock | J. G. Kaufmann |
| W. C. Newland | W. Malsch |
| Harry A. McNicol | Hugh L. McNicol |
| L. G. McNicol | Harry W. Smith |
| W. L. Smith | H. Schmidt |
| Bernard Purrington | Frederick Sutterlin |
| Ed. A. Unger | Geo. Brian |
| W. E. Brown | V. B. Case |
| J. M. Manor | Arthur E. Mayer |
| C. C. Ashbaugh | Charles W. Read |
| Morris Bergman | C. E. Jackson |
| Albert Perkins | E. L. Torbert |
| F. B. Cross | James M. Smith |
| C. W. Foreman | Rudolf Gaertner |
| Chris Horton | C. P. Case |
| Geo. J. Niebuhr | C. H. Cook |
| J. H. Quigley | Thomas Carr |
| Melville Marks | Wm. E. Clark |

Patrick McNicol
H. N. Harker
J. B. McDonald
E. W. Hammond
T. A. McNicol.
Geo. Clarke Cox

T. J. Lawrence
H. D. Wintringer
Wm. Vodrey
H. R. Handy
Geo. M. Jaques

When coffee was served, President Sebring made a short address of welcome and introduced W. E. Wells as toastmaster.

Mr. Wells said that it had been proposed at first to have prominent speakers and a vaudeville entertainment, but it was finally decided to make it a "family party." He then spoke of what it meant to sit down to dinner with returned soldiers and sailors from the Civil War, and what it meant to tell of it to one's grandchildren. "Think what it will mean when you tell your grandchildren of this banquet, where we have as guests men who risked their lives that we might be safe." Then in his usual jocose style he spoke of the new president as being the youngest man who had ever held that position. "It is robbing the cradle to put him in, but he is the pioneer of the second generation, and will infuse new enthusiasm in the Association." He then referred to another innovation: they had elected a man as third vice-president who was so little known that the committee wasn't acquainted with his front name. But that was the committee's fault. "His initials are B. E. and his last name Salisbury, and he comes from the Onondaga Pottery Co. 'B. E.' means 'Best Ever,' as you will find out later on." He then spoke of a labor conference held in that very room in 1911, and said it was the best form of agreement ever made between employers and employees. He referred to the fact that this was the forty-fourth anniversary of the founding of the Association, and thus led up to the introduction of Mr. Jaques, who spoke briefly in a reminiscent way, after which the toastmaster introduced Mr. Salisbury.

Mr. Salisbury said it was a great surprise to him that he had been elected to the third vice-presidency. He then in a very humorous way spoke of the pottery industry 4,000 years B. C.

Judge Vodrey spoke of the old families in the pottery trade in East Liverpool.

Dr. Cox, on behalf of the Security League, said a word for the laboring men, advocating that they be made partners in business.

Mr. Wintringer made a humorous address in which he gave what he said was the inside history of the members.

"Dick" Chambers made a speech ending with a poem to the flag that was very touching.

JUST as sure as you allow any customer to get the idea that you feel a little bit above him, just so sure you may be that you will lose that customer.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY
WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT:
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JAN. 9, 1919.

IT is becoming an accepted fact that prices for crockery and glassware are not to be any lower in the immediate future. Buyers who have been holding off are now convinced that for at least three months they will be safe in ordering. The fact that some manufacturers and importers are guaranteeing prices for ninety days is a pretty sure sign that they do not expect any reductions before the expiration of that time. That prices will eventually go down is of course understood. But when, no one can tell just now. Surely not before April—probably not before July.

IMPATIENT AMERICA.

MANY people are imbued with the idea that the armistice was the end of the war. Practically it was. But there is much to do before the final peace. As a people we are impatient and want things to get back to normal in a hurry. We are impatient about getting the boys home. We do not realize what it is to disband an army of two million soldiers and another two millions of auxiliaries. It took us eighteen months to get them over, and we act as if they were to be brought back in eighteen days. We have felt the effects of the war for four years and a half, and we want business to get down to normal conditions in four weeks. Prices have mounted steadily for more than four years, and we expect them to drop in as many weeks to the old-time basis.

Mr. Buyer, did you ever stop and think what would

happen if the crockery and glass manufacturers should drop their prices fifty per cent next week? What would become of the stock you have on hand, bought at high prices? Wouldn't the profits you made last year be at once wiped off the books?

It is for the best interest of the retail trade that prices now ruling be held for a while, till the manufacturers use up their raw materials and dealers reduce their stocks. In three or four months from now it may be well to talk about lower prices.

The first break must come in the cost of labor. Four dollars a day is too much to pay for wheeling ashes, just as a dollar a day is too little. A happy medium will be found in that direction, and gradually other kinds will come down to a reasonable basis. It will take months to do this; but when a fair day's pay for a fair day's work is agreed upon, then the prices of manufactured articles will fall.

PERSONAL.

IN keeping with his usual alert business methods, Charles J. Dela Croix, of Dela Croix & Wilcken, representatives of the H. Northwood Co., was on the job at the Fort Pitt Hotel, Pittsburgh, early on Monday with his line, being just a week in advance of the advertised opening of the exposition. He will remain throughout the exhibit and will probably be joined later by his partner, C. L. Wilcken, who is now busy nursing a severe cold.

Henry Scott, salesmanager for the Wellington Glass Co., Cumberland, Md., arrived in town on Monday to call on some of the city trade with Fred Hess, of the Horace C. Gray Co.'s sales staff.

Messrs. Ebling and Reuss, of the firm bearing their name in Philadelphia, spent several days calling on the trade here this week.

James Leary, buyer for the Houghton & Dutton Co., Boston, was in New York Tuesday and Wednesday placing orders.

Wilbur C. Pomeroy, of the Horace C. Gray Co., left on Monday night to visit the various glass factories represented by the concern,

A number of the Syndicate Trading Co.'s buyers reported in town on Monday to place orders, among them being F. H. Sturtevant, for Forbes & Wallace, Springfield, Mass.; A. J. Kline, for Dives, Pomeroy &

Stewart, Harrisburg, Pa.; T. A. Keller, for Denholm & McKay Co., Worcester, Mass.; Charles Smith, for Brown, Thompson & Co., Hartford, Conn.; W. W. Wentworth, for Adam, Meldrum & Anderson, Co., Buffalo, N. Y.; Carl Hoffman, for Pettis Dry Goods Co., Indianapolis, Ind.



Harry S. Clarke, formerly with Graham & Zenger, who resigned January 1 to complete arrangements for establishing himself in business, sailed last Saturday on the Mauretania for England, where he expects to secure some factories for representation in this country.



Justin Tharaud is back to business after having been a victim of influenza, followed by pneumonia. He is all right now, and intends sailing for Europe within the next two weeks.



Max Hirsch spent last Thursday calling on the trade in Philadelphia. He said it was a cold, rainy day, but the large, juicy orders the buyers gave him amply made up for his getting drenched.



Lieut. William Wagner, formerly city salesman for E. W. Hammond, while on a few days' furlough called at the latter's office on Saturday. He is expecting his discharge from the army just as soon as a corps of 450 men of which he is in charge at Camp Upton is mustered out of the service.



Charles Baum, who, as announced a few weeks ago, is about to enter business again under the name of the Royal Silver Co., handling lines of silverware and cut glass, has taken his brother-in-law, Arnold Fuchs, as a partner. This will enable him to attend to the buying and selling for the concern, while the latter will have charge of the office and salesroom.



Lieut. Lester B. McNicol, of East Liverpool, arrived in New York on Tuesday from overseas. He is on crutches and has a wounded arm.



Harold Knowles, of the Knowles, Taylor & Knowles Co., East Liverpool, arrived in New York on Monday for a week's vacation. It is purely a pleasure trip, and after the strenuousness of conditions during the war he finds a short respite from business cares very welcome.



M. Takagi, with the Taiyo Trading Co. (the consolidated firms of Takito, Ogawa & Co. and the Tajimi Co.) left Monday night for New Orleans to arrange for a representative of the concern there to take the place of Emil Schulingkamp, whose death occurred in New

recently while on his annual visit to headquarters. V. W. Rushbrook left Tuesday night for Chicago, from where he will travel the Middle West. His genial personality will be missed by a large circle of friends in the local trade, as he will hereafter make his home in the Windy City. T. T. Freyer also left on Tuesday for a tour over his regular territory.



Edward Terpening returned to his duties in the office of Frederick Skelton on Monday after spending a year in the service of Uncle Sam as a member of the flying corps. He was mustered out December 18th, and has since been enjoying himself before settling down to business.



Louis H. Hirsch, brother of Max Hirsch, the well-known manufacturers' representative, and who for a time called on city trade for the latter, is completing arrangements to go into business for himself. Besides housefurnishing lines he will also represent a silverware factory. He has not yet decided where he will have his salesroom.



Corporal Arthur G. Renz, of the office force of H. C. Kupper, is back at his desk after seven months in the army. He was in the tank corps at Camp Polk, Raleigh, N. C., and at two or three other cantonments, and was mustered out from Camp Upton last Saturday. He has gained in weight, and says he thoroughly enjoyed the life.



Frank M. Miller was in his office on Monday for the first time since Christmas. He had an attack of erysipelas.



The following congenial gentlemen have arranged to make the trip to the Pittsburgh exposition together: E. W. Hammond, Lee Schoenthal, Max Herbert and W. C. Newland. They leave next Sunday morning.



Harry L. Seixas, traveler for Edward Boote, left on Sunday for Philadelphia as the first stop on a trip that will take him as far as Chicago.



J. Meredith Miller and Henry R. Shirley, travelers for Maddock & Miller, left on Sunday for short trips, the former to Philadelphia, Baltimore, Washington, and New England territory, and the latter through the Middle West as far as Chicago.



Lieut. Lambert Dorflinger, who has been acting as instructor to the Students' Army Training Corps at Columbia University, was mustered out of service December 28th and returned to his duties as secretary

of C. Dorflinger & Sons on Monday of this week after spending two years in the army.



H. Benedikt spent Monday showing his new dinnerware patterns to the buyers in Philadelphia.

THE CONDITION OF BUSINESS.

Trade, both wholesale and retail, has **New York** been very quiet since Christmas. Many dealers are taking stock, and therefore are not in the market for the present. While there are not many absolutely new goods to be seen in the sample rooms as yet, there are some, and by the first of Feb. there will undoubtedly be more, at which time buyers are expected in New York to place orders for future delivery. It will be just as necessary to buy in advance now as it has ever been. Goods are as scarce as they have been all along, and will be until the middle or latter part of the year. All reports concur in the statement that the retail sales of crockery and glassware during the holidays were immense, and that stocks are very low. If the dealers intend to remain in business—and there are no indications to the contrary—they will have to buy, and heavily.

The opening of the glass exposition at Pittsburgh on the 13th is awaited with much interest. The buying there will, in a way, gauge the needs of dealers. We say "in a way," because it is not the actual sales made there that count, but the selection of samples as the basis for future transactions. If the buyers take long lines, and take them freely, it will argue for big business. The "lower prices" idea has been effectually squelched. It is not to the best interest of the retail trade that there should be a sudden lowering of prices. That has got to come, of course; but not for the next few months.

Speaking of future lower prices, some of the big houses are protecting immediate buyers by promising that if prices do go down their customers shall get the benefit of the drop.

Owing to the late opening of the Pittsburgh exposition it is expected that there will be an early influx of buyers to New York. In ordinary years many of the larger houses sent their representatives to Pittsburgh early in January—the second week was always the big week—who then returned to their homes, coming to New York about the middle of February. It is thought that this year buyers will delay their visits to Pittsburgh until the last week in January, and then come direct to New York instead of going home. Others, having in mind the Salesmen's Banquet on

Feb. 13, will possibly arrange to be in the city at that time.

It is said that retail dealers all over the country have cleaned out almost everything they had in almost every kind of merchandise. They will have to replenish, each in his own branch, and that will make business good for others. There is no question but that the crockery and glass men are going to get their share, and that share will be a very large slice. Buy now! Pay the price! There will be plenty of time for a turnover before the drop.



Pittsburgh and Vicinity

New business with glass factories has been somewhat spotty during the past ten days, but manufacturers express no surprise over this condition. Dealers and jobbers are in the midst of the inventory season, and general business is only just now getting back to normal after the holiday rush. Selling lists are firm, and will remain steady for some months to come.



East Liverpool and Vicinity

All pottery plants in this vicinity have resumed operations following a brief season of idleness at intervals during the holiday season. New business is being received in very good volume. Prices continue firm, with no indication in any direction of a decline.

BIG CUT IN EXPORT FREIGHT RATES.

FOLLOWING the making of formal complaint by Secretary of Commerce Redfield that water transportation rates between Pacific Coast ports and the Orient are exorbitant and tend to stifle the development of this country's commercial relations with the East, J. H. Rosseter, director of operations of the Shipping Board, made the declaration that the high rates now in effect would be cut approximately forty per cent. This reduction in the West Coast rates, he said, was expected to become effective some time this month.

Coincident with this announcement came another that reductions of from 25 to 30 per cent had been made in existing freight rates from Atlantic ports to ports in South America, Asia, Japan, Australia and Africa, effective for Jan. and Feb. loadings.

Mr. Rosseter said this reduction in rates had been authorized in order that the substantial amount of tonnage under the Shipping Board which has been made available for commercial trades could serve its greatest possible usefulness to American exporters.

South American rates are \$22.50 a ton to North Brazil from Para to Pernambuco; \$25 to Middle Brazil

from Maceio to Santos; \$30 from Pelotas to Porto Alegre; \$25 to Montevideo and Buenos Aires; \$27.50 to La Plata, and \$30 to Rosario, Bahia, Blanca and Port Madrya, Argentina, with a special unannounced rate for Punta Arenas.

The rates to Japan and China are \$45; Manila, \$40; Singapore and Saigon, \$45; Penang, Bangkok, and Port Swettenham, \$52.50; Calcutta and Colombo, \$45; Bombay, Rangoon, and Madras, \$50, and South East Indies, \$60.

For Brisbane, Sydney, and Melbourne, Australia, the rates are \$40, with the same tariff for New Zealand main ports, and \$45 for Freemantle and Adelaide. The tariff to South African ports is \$35, and to West African ports, \$25

AT CHICAGO.

BUSINESS has been good during the past week. The volume was not as large as in recent weeks, of course, but everybody feels satisfied. The period of the year is at hand when the buyers place their orders for spring stocks, and during the next two months factory representatives are looking for many visitors.

The total value of the Chicago wholesale trade in crockery and glassware during 1918 was \$14,060,800. This represents a falling off from 1917, when the figures were \$15,623,200. However, it is surprising to members of the trade that the drop was not greater. The wholesale houses of the city, including the hotel supply firms, had fair stocks on hand at the start of 1917, but these were depleted before the middle of the summer, and it then became impossible, because of the war restrictions, to build up the stocks again, or even to fill current orders except in the most haphazard fashion. The problem of the wholesale houses during the coming year will be to restock and gain a surplus, at the same time taking care of immediate and future orders from their customers.

* *

One of the surprising events of the week was the crash in the affairs of Martin's Mercantile Co., a concern engaged in the manufacture of metal specialties at 229 W. Illinois street. The company is seeking to make an adjustment with creditors on a basis of twenty-five cents on the dollar. Martin Carlstein, president of the company, is a well-known figure in the trade. The company manufactures mirror plateaux, casserole holders, shaving outfits and silk lamp shades. War conditions are blamed for the embarrassed financial condition of the company.

* *

Milton Rogers, after holding the fort for several years as representative of the Cambridge Glass Co., has resigned to enter business for himself as a factory representative. A. J. Bennett, president of the company,

is expected in the city in the near future, and at that time Mr. Rogers' success or will be announced.

* *

A. H. McAnulty is leaving this week for Pittsburgh, where he will show his housefurnishing lines at the Fort Pitt Hotel.

* *

Oscar Eckland, of the Central Cut Glass Co., will leave for Pittsburgh and New York the end of the week. As chairman of one of the South Side selective service boards Mr. Eckland has been giving much of his time of late to securing jobs for returning soldiers, and has rendered banner patriotic service in this respect. With the war over he will return in earnest to the cut glass business. He looks forward to the coming year as a very favorable one for cut glass manufacturers.

* *

Dave Saunders has swabbed out his famous rubber-stemmed pipe and laid in a big supply of Orinoco tobacco preparatory to setting sail for Pittsburgh.

* *

Charles Patterson, buyer for Carson, Pirie, Scott & Co., will leave for the East as soon as inventory has been taken in his department, which will probably be about the middle of the month.

* *

John Jacklin, buyer for Harris, Emery & Stone, Des Moines, Ia., arrived in the city this week on his way East.

GUARANTEEING PRICES.

DENVER, Jan. 2, 1919.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: Having read the various comments pro and con regarding price guaranteeing, it seems in many instances there has been a misunderstanding or misconception of my intent and purpose which calls for an explanation from me.

In my previous letter there was no intimation that I expected a radical decline in prices in the near future. I am a strong advocate of high prices and high wages. Both make for a greater prosperity. No country, no community, no industry, has ever shown any marked degree of prosperity where low prices prevailed. So I say: Maintain the high scale of wages just so long as we can. It is the working classes', the middle classes', the wage-earners' purchasing power that makes business; and the greater that power the bigger the business. It has been this class of people that has maintained the high level of business during the period of the war.

Since we have started this price-guaranteeing discussion it has gone through the country, and many of our corps of buyers tell me that they are placing future orders with prices guaranteed up to date of shipment.

Naturally the pottery and glass manufacturers will ask, Why is that not good enough for us? But the situation is different. Nearly all the other stocks in a department store are turned over from four to seven times a year, while the buyer operating a large china and glass department cannot successfully turn his stock more than three times a year at the most—and many are only turned twice.

Prompt and almost immediate deliveries are made of other lines, and the buyer takes very little chance if there is a price decline, for he can turn his stock in from sixty to ninety days.

In normal times and under normal conditions the pottery and glass manufacturers take two, three and four weeks for these shipments to reach their destination. Then it takes from four to six months to dispose of them. That is the reason for the asking of a guarantee of ninety days after shipment.

Now, the manufacturers say it cannot be done, and at the same time Mr. Sebring tells us that all cost factors in most all the potteries are fixed for nine months ahead, while Mr. Heisey assures us of the same condition existing in the glass factories. Why not, then, guarantee prices for nine months ahead? A small decline in price of fuel or raw materials would not cut any figure, as wages are from sixty to seventy-five per cent of the cost of production.

So far this discussion has been of some benefit to the trade, for it has brought out the fact that there will be no decline in prices for at least nine months, so that the buyers can govern themselves accordingly.

In conclusion, let me say that in bringing up this issue I had no intention of starting a catastrophe similar to a "prairie fire" or an "avalanche of snow down the mountain-side," nor do I desire to cross swords with our esteemed friend W. E. Wells, whom I have known for many years and whose friendship I hold in high regard. It was purely a business proposition; and whatever may be its final results I trust that no one will get so exercised over the matter as to allow it to disturb that pleasant business relationship so necessary to our mutual benefit and so conducive to good business.

Yours very truly,
JOSEPH MOORE,
Dept. Mgr. Denver Dry Goods Co.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- L F Woody, hf, H C Meacham Co, Fort Worth, Texas. Belleclaire.
- J J Henry, hf, t, J L Hudson Co, Detroit. 225 Fifth ave.
- J E Mizer, t, E Malley Co, New Haven, Conn. 105 Grand
- N McDonald, s, Stewart & Co, Baltimore. 2 West 37th.
- H E Kline, hf, c, Watt & Shand D G Co, Lancaster, Pa. 432 Fourth ave.
- R C Gibson, C S McLean and J Taylor, t, Marshall Field & Co, Chicago. 1101 Broadway.
- S J Natkin, c, g, The Fair, Chicago. 225 Fourth ave.
- J C Williams, hf, Belk-Williams Co, Wilmington, N C. 116 West 32d
- B G Twitchell, hf, Callender, McAuslin & Troup Co, Providence, R I. 230 Fifth ave.
- P Weil, hf, c, B Nugent & Bro D G Co, St Louis. 470 Fourth ave.
- H A Fussner, Geo W McAlpin Co, Cincinnati. 23 East 26th.
- A A Hall, c, g, Hutzler, Bros, Baltimore. Alcazar.
- M H Heller, l, c, Rike-Kumler Co, Dayton, O. 225 Fifth ave.

- E D Stauffer, t, May Co, Cleveland. 37 West 26th.
- W P Briggs, c, g, Sibley, Lindsay & Curr Co, Rochester, N Y. 432 Fourth ave.
- P Schaeffer, hf, Adam, Meldrum & Anderson Co, Buffalo. 230 Fifth ave.
- A E Besser, t, A E Besser Sons, Buffalo. Herald sq.
- E Rothschild, hf, Ketcham & Rothschild, Chicago. Breslin.
- J J Reardon, hf, t, McAuslan & Wakelin Co, Holyoke, Mass. Continental.
- T H Brandon, hf, Brandon-Durrell Co, South Bend Ind. York.
- R A Illsley, c, t, s, Barnard, Sumner & Putnam Co, Worcester, Mass. 404 Fourth ave.
- H G Smith, t, C A Trankla & Co, Grand Rapids. 432 Fourth ave.

AS TO PRICES OF FRENCH GOODS.

IN a letter to his New York office, Capt. J. H. Venon, now in France, says that there is no hope for lower prices on French china for months to come. Raw materials are scarce and high, and manufacturers are bidding against each other to get what they need. Coal also is scarce. It is not to be expected that the operative potters will go back to pre-war wages, particularly as so many men have been killed or incapacitated that there is not enough labor to go around. Mr. Venon says he would be glad to get back to New York, but he is urged by the French Government to continue his work there for a time longer.

OBITUARY.

WORD has just reached us of the death of Harold M. Salomon from influenza last month while making a trip in the interest of the American Specialty Co., whose line of lighting glassware he has sold on the road for the past year. He was formerly with W. C. Woodward as salesman, and prior to that had been connected with other lamp and lighting glassware houses. He was about twenty-eight years old. His home was in Brooklyn.

BORGFELDT'S PLANS FOR THE YEAR.

THE annual announcement by Geo. Borgfeldt & Co. covers this year many lines besides crockery, glass, toys and housefurnishings. In these domestic productions are featured, and they propose to largely extend their export trade in them. It is expected that with the signing of the peace treaty the Government will relinquish the part of their premises loaned to it, thus giving them much-needed space. Their lines will be ready early in February.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

In the early part of December the opinion was held by a number of buyers that the market would decline and that manufacturers would "shave" their selling lists. They therefore decided to delay placing orders. Some large dealers, however, sent representatives into the district to get a line on the situation, and after exhaustive surveys came to the conclusion that a firm market was assured. The jobber or dealer who makes up his mind to sit tight and wait for prices to come down is going to be left by the wayside, for prices will stay where they are for a long time to come. The high cost of labor, with no increase in production, and with raw materials in stock bought at high rates, will of necessity prevent any decline.

Charles Voitle, who was granted leave of absence from the Boston office of the Pittsburgh Lamp, Brass and Glass Co. to join the aviation corps, has returned and been assigned to the Western territory. He will likely make his headquarters in Denver, and will travel as far south as Texas.

Marion G. Bryce, president of the United States Glass Co., issued the following statement this week: "We have every reason, as we face the new year, to take courage and prepare ourselves for the task of turning into reality the possibilities before us. Never in our experience have we seen the prospects so full of promise. A building boom is sure to be realized at an early date, and this means a greater consumption and demand for all kinds of glassware."

The regular quarterly meeting of the American Association of Flint and Lime Glass Manufacturers will be held in the Association offices in the Conestoga building in this city within the next fortnight. The exact date has not been decided.

Sergt. Clyde Hartman, who was recently discharged from Camp Lee, has returned to his desk in the sales department of the United States Glass Co.

He was about to be transferred to an officers' training school when the armistice was signed.

Homer A. Longstreth has opened a display of specials in domestic pottery and popular-priced cut glass items at the Hotel Anderson.

The closing of the Pittsburgh branch of Kinney & Levan takes from the district the only business of the kind here. Some lines of domestic and imported china and glassware, lighting fixtures, portables and house-furnishing goods are shown by other jobbing houses, but no single concern combines them all.

Arrangements are nearing completion for the annual dinner-dance of the Western Glass and Pottery Association, to be given in the English room of the Ft. Pitt Hotel Monday evening, Jan. 20. The annual meeting will be held prior to the affair. Ballots for the election of officers have been forwarded to all members.

Inquiries now being received by lighting glass manufacturers indicate an active trade in this line ere long, owing to the likelihood of a heavy building boom throughout the country materializing this year.

Many items in the bar glass line are being eliminated from the salesmen's lists. Other eliminations have been of lines that were in duplication for many years, and which were done away with following conferences of glass manufacturers last fall, prior to the signing of the armistice.

Jobbing confectioners and wholesale druggists have started to buy in liberal volume soda fountain and soft drink requisites. Many of the former bar glass jobbers will now devote attention to selling the retail dealers in soft drinks, and call upon a trade formerly controlled by the dealers in confectioners' and druggists' supplies.

The recent cold snap caused some delay in freight

shipments. Merchandise for export was held up at the factories for several days.

No improvement in the labor situation is reported by the glass manufacturers. While common labor is a little more plentiful, that of the skilled variety continues to be a serious problem. Very little improvement in increased production is reported by factory managers in this locality.

William C. Lynch, Eastern salesman for the Taylor, Smith & Taylor Pottery Co., spent last Monday here, making his headquarters in the display room of this firm at the Ft. Pitt Hotel.



Cancellation of war orders has caused suspension of operations at the plant of the Star Glass Co. here, and the plant has been closed down. Officials of the company say that work will be resumed as soon as extensive repairs can be completed. The concern is a large manufacturer of chimneys.

THE PITTSBURGH EXPOSITION.

FOLLOWING is the complete list of exhibitors at the Pottery and Glass Exposition to be held in the Ft. Pitt Hotel, Pittsburgh. A few scattering lines will be opened next Monday, but the majority will not open until January 13.

| Room | Firm | Representative |
|------|-----------------------------------|-------------------------------|
| 123 | D C Jenkins Glass Co..... | { Howard Jenkins F M Drumm |
| 129 | Bryce Bros Co..... | { W H Duval Kirk Bryce |
| 136 | Co-Operative Flint Glass Co.... | W A Reaper |
| 240 | Corona Glass Co | C B Kishler |
| 241 | Susquehanna Cut Glass Co... } | T W Hamilton |
| 242 | H E Rainaud Co..... } | |
| 244 | Albert H Bien..... | Albert H Bien |
| 338 | McKenna Bros Sales Corp'n.. } | W J McKenna R R O'Connell |
| 342 | Mohawk Clay Products Co..... | L J Wilson |
| 344 | H Northwood Co..... | D A Taylor |
| 441 | Dave Saunders | Dave Saunders |
| 442 | Westmoreland Specialty Co.... | R B Reineck |
| 485 | Kelly & Reasner | B F Pritchard |
| 538 | Royal Metal Mfg Co..... | J N Eiseman |
| 540 | Sunshine Cut Glass Co. | C F Reddrop |
| 541 | Geo H Bowman Co..... | C S Ellis |
| 543 | Louis Levien Cut Glass Co | Jas D Magid |
| 544 | D E McNicol Pottery Co. | Jack Patterson |
| 571 | McAnulty Co..... | A H McAnulty |
| 585 | Robichek Co..... | H S Perron |
| 621 | United Novelty Co. | Mrs Heumann |
| 636 | Hirsch-Malgood Co..... | J Hirsch |
| 639 | S A Weller Pottery Co..... | GeoHWoodworth |
| 640 | United Cut Glass Co..... | { Sam Neuwirth S Robinson |
| 642 | Jones, McDuffee & Stratton Co.. | Jas P Gordon |
| 643 | Fenton Art Glass Co..... | E C Tenton |
| 670 | A E Hull Pottery Co. | { V D Kinnan G W Springer |

| | | |
|------|----------------------------------|---|
| 673 | Steinfeld Bros..... | Milton Jones |
| 676 | Vodrey Pottery Co..... | T A Copperstone |
| 678 | Bonita Art Co..... | Otto Jaeger |
| 684 | Mitchell, Woodbury Co..... | E H Corey |
| 685 | M Herbert Co..... | Sam Neuwirth |
| 688 | Southern Potteries, Inc..... | { J W Mackey E J Owens |
| 691 | Hocking Glass Co..... | I J Collins |
| 697 | Novelty Mfg Co | Edward A Tracy |
| 700 | Koscherak Bros..... | { G F Patten Max Strensch |
| 702 | Smith-Phillips China Co..... | E W Clinton |
| 704 | Diamond Glass Co..... | H W Thomas |
| 706 | Lancaster Glass Co..... | L P Martin |
| 708 | Indiana Glass Co..... | { Geo W Haskell H L Kelly Frank W Merry |
| 710 | Mayer China Co..... | A E Mayer |
| 712 | Empire Cut Glass Co | { Chas P Schuller |
| 714 | H C Fry Glass Co | |
| 714 | Taylor, Smith & Taylor | Cecil E Taylor |
| 716 | Paden City Glass Mfg Co..... | David Fisher |
| 718 | Steubenville Pottery Co..... | { W W Neal H D Wintringer |
| 720 | Carrollton Pottery Co..... | { H K Connor Charles Israel |
| 724 | Beaver Valley Glass Co..... | Alex Fraser |
| 726 | Brush-McCoy Pottery Co..... | H F Vaughn |
| 728 | L D Bloch & Co. | Henry Bigart |
| 739 | Duncan & Miller Glass Co.. } | J C Rent A A Grasser |
| 740 | Economy Tumbler Co | { W E Hunter S P Kenny |
| 742 | S Herbert Cut Glass Co | E E Hamblin |
| 743 | McKee Glass Co..... | Frank C. Branum |
| 773 | Hall China Co. | F. I. Simmers |
| 776 | West End Pottery Co..... | J. P. Curry |
| 778 | Heisey Glass Co. | Mr Cassel |
| 780 | Ideal Cut Glass Co..... | F. L. Morecroft |
| 784 | Crooksville China Co | H. J. Bennett |
| 785 | Phoenix Glass Co | H B Whitney |
| 788 | Penn Cut Glass Co. | M S Benford |
| 790 | Lazarus & Rosenfeld..... | Geo W Brownley |
| 792 | Hunt Glass Co. | A L Blackmer |
| 794 | Sebring Pottery Co.. | E J Benjamin |
| 796 | Frontier Cut Glass Co | J S Weir |
| 797 | McKee Glass Co. | Frank C Branum |
| 838 | National China Co. | E E Wilgus |
| 840 | Wheeling Decorating Co. . . . } | E D Otto F Thurm |
| 841 | S W Farber..... | S W Farber |
| 843 | Quaker City Cut Glass Co..... | A F Lemcke |
| 843 | Beals & Selkirk Trunk Co . . . | H W Raymond |
| 939 | John J Hines..... | John J Hines |
| 941 | Aluminum Goods Mfg Co | J O Coleman |
| 942 | Cambridge Glass Co. | C W McCartney |
| 944 | The Potters' Co-Operative Co.. | H P Knoblock |
| 1041 | Kiefer Bros Cut Glass Co . . . } | C O Kiefer Mr Dowdney |

THE BAN OFF SAMPLES.

THE ruling of the War Trade Board permitting the importation of samples of goods named in the restriction lists was welcomed by importers, especially those with Japanese connections. These houses, it is understood, immediately took steps to bring them in.

In making application to import samples the importers must sign an affidavit declaring that the goods are to be used as samples only.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The volume of unfilled orders on hand at the close of business Dec. 31 is reported to be sufficient to keep plants in active operation for months to come. Mail orders during the first week of the new year have been numerous, and with buyers coming into the market the manufacturers are very optimistic concerning the future. Department stores and jobbing interests report stocks pretty well depleted during the holiday rush, and these have to be replaced at once—in fact, some very good orders have already been given. Manufacturers accordingly are making all possible effort to speed up production.

Thomas P. Ferguson, for many years chief road salesman for the local office of Rudolph Gaertner, pottery supplies, has severed his connection with the concern to become representative for the Meyercord Co., with office and sample rooms in the Dollar Savings Bank Building. C. P. Cullis, whom he succeeds, goes to Pittsburgh to open a new branch office there.

William C. Lynch, of the Taylor, Smith & Taylor Pottery Co., will open at the Imperial Hotel, New York, Feb. 3. During this month the line will be shown in Pittsburgh at the Ft. Pitt Hotel by Cecil E. Taylor.

Fred Kline, Eastern and Southern representative for the Knowles, Taylor & Knowles Pottery Co., arrived at the home office Jan. 2, to remain several weeks before starting over his territory. It is his first visit to headquarters since last summer.

C. A. Saunders, head of the Berkley Mfg. Co., Wichita, Kan., spent the greater part of last week in this district arranging deals for the coming year. He will add a number of lines, among them a large assortment of glass souvenir specialties.

Contracts have been let by the McNicol-Corns Pottery Co., Wellsville, O., for the erection of an additional

kiln. Improvements are being made in the clay department, and the capacity of the plant will be considerably augmented.

George Woodworth, representing S. A. Weller, Zanesville, O., spent several days here at the Elks Club before opening his line at the Ft. Pitt Hotel, Pittsburgh.

There is a possibility that a glass decorating business will be established here before long by Hoyt Bros. Co., who have been exclusively decorators of pottery for several years. The concern has been importuned to enter this line of business by buyers who desire to obtain joint shipments of glass and pottery from this shipping point. No glass has been sold from this centre since the days of the Specialty Glass Co., which plant was destroyed by fire over a decade ago.

On his seventy-eighth birthday a surprise dinner was given by his friends to Jake Schenkle, one of the former owners of the old Globe Pottery Co. Many of the Masonic fraternity, of which Mr. Schenkle is one of the leaders in this district, were in attendance.

J. T. Smith, president of the Smith-Phillips China Co., accompanied by Mrs. Smith; J. Q. Hickman, also a member of the firm; and Monroe Patterson, head of the Wellsville China Co., contemplate leaving for Florida within a few weeks.

Every indication is that prices will remain firm for many months to come. Manufacturing costs to-day show no change. Materials continue to be quoted at high levels, and wages are bound to remain as they are for the next nine months.

W. L. Smith, head of the Taylor, Smith & Taylor Pottery Co., left last Friday night for Florida, accompanied by Mrs. Smith, for an indefinite sojourn.

Representatives of the Western pottery industry

left this point on Sunday evening for New York to take part in the annual gathering of the United States Pottery Association at the Hotel Astor. A special Pullman was occupied from Pittsburgh to New York.

It is surprising to some of the pottery manufacturers in this territory how employees want to work. Kiln-drawers are besieging those in charge of this department for increased employment. Workers in other departments are also betraying the utmost zeal. They evidently see the necessity of staying close to their positions—a condition the reverse of that which prevailed six months ago, when the manufacturers had to practically beg the men to work steadily.

Within the past week local pottery manufacturers have received letters of inquiry from France, the writers of which desire to represent earthenware lines there. It is the first time that such letters have been received here from that country.

EXAMINERS FORBIDDEN TO CONFER WITH IMPORTERS.

FOLLOWING an important decision by an appeal board of United States General Appraisers involving a question of the correct dutiable value of khaki flannel shirtings imported here from Montreal, Canada, Appraiser of the Port John K. Sague has issued an order doing away with the practice whereby examiners have been permitted to confer informally with importers regarding the value to be placed upon merchandise about to be entered for dutiable purposes.

Prior to entering the goods the importers consulted with the examiner at the United States Appraiser's Store and from him obtained a statement as to the market value of the merchandise. The examiner, it appears, promised to pass the shirtings at 48 cents per yard. The importers entered the goods at this price, but by reason of facts that had come to his knowledge since his statement to the importers the

examiner was compelled to advance the price to 60 cents per yard. This advance obligated the importer to pay to the Government in regular and additional duties approximately \$10,000. In commenting upon this situation, the Board, in an opinion sustaining the advance to 60 cents per yard, writes:

"This case is but one of many that have come before Board 1 in the last three years wherein importers have declared they have been misled by the action of the examiner. This a very unenviable position and one the examiner should abhor.

"The Board has full faith and credit in the examiner who appeared before it. We do not question his integrity and uprightness, but we do say examiners ought not to be placed in a position where their judgment as to market value should be impugned in the manner in which it has in the past, and will be if this policy is continued."

Appraiser Sague explained that the practice had been abused by both sides and that it had been decided to discontinue it.

HOPE FOR BETTER PRODUCTION.

ONE day last week more than a dozen cutters applied for work in a cut glass factory in Brooklyn. These men had been employed at different Government plants, but had been released. There has been a shortage of this class of help, and there is hope now that the production of cut glass will increase. There is a demand for some kinds of cut glass, in spite of all the pessimistic talk.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

WANTED—By a man of years' experience and character in the glass manufacturing business, particularly rich and light cuttings, and of broad acquaintance and high standing with the best trade in the Middle and Western territory, a position (preferably traveling) with a responsible company. Address W. F. C., this office.

T. W. HAMILTON,

139 Fifth Avenue, New York,

SALES MANAGER

Susquehanna Cut Glass Company.

Showing full and complete line of light cut glass at moderate price.

T. W. HAMILTON,

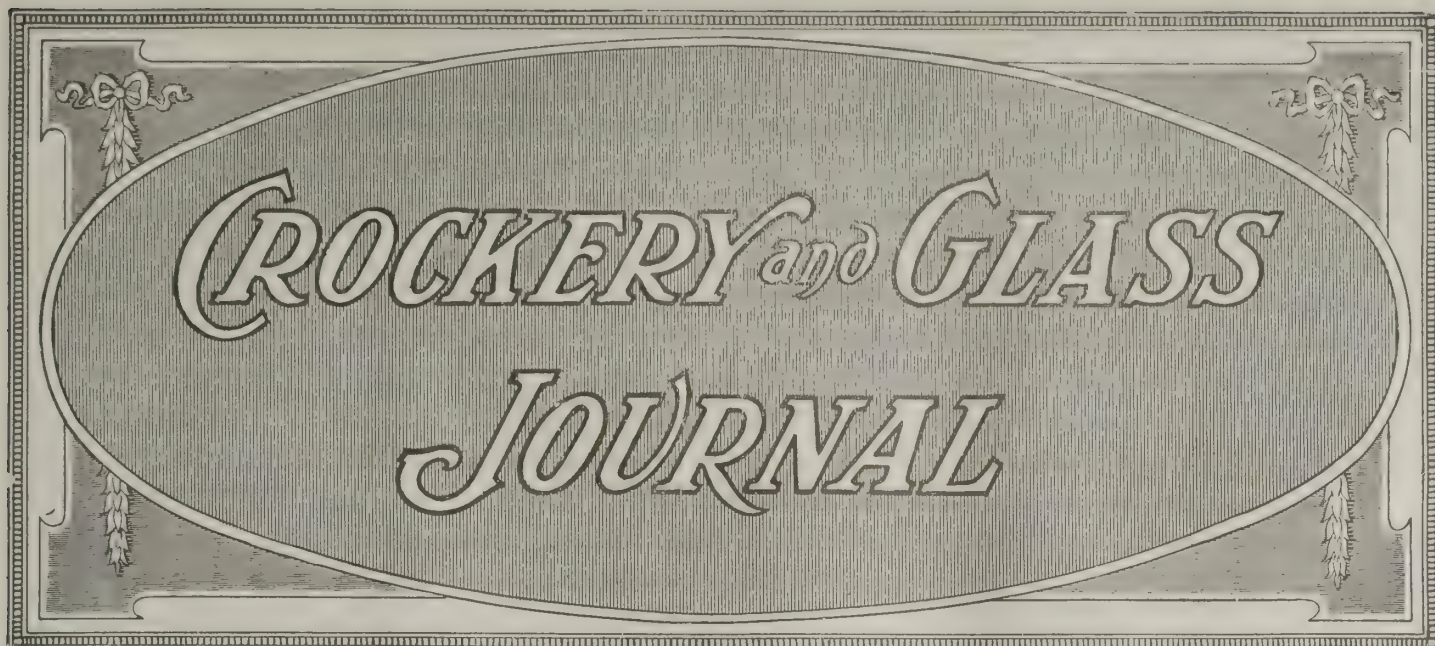
139 Fifth Avenue, New York,

SALES MANAGER

H. E. Rainaud Company.

Electric and Gas Lamps.

Many new samples and finishes now on show.



NEW YORK, JAN. 16, 1919.

CONDITION OF TRADE.



The number of buyers in the market is increasing every day. To the credit of most of them, they are accepting the price situation as inevitable. They are buying cautiously, which is the proper thing to do. But it must not be forgotten that there is still a scarcity of goods—not quite so acute as at this time last year, but still acute enough to show that if dealers want crockery and glass they must order in advance. As far as anyone can see, lower prices are five or six months away, if not longer.

American potters and glass manufacturers are using materials bought months ago at high rates, and china clay again advanced very materially only a few weeks ago. There are no signs that labor is willing to make any concessions. And it must not be forgotten that supply and demand have a lot to do with prices. Certainly just now the demand is in excess of the supply.

English prices have advanced twice since the armistice. This does not look like lower rates. The call on the English potteries will be louder this year than at any time since war was declared. For more than four years the English colonies, excepting Canada, have had only few goods. Now that vessels can be obtained, Australia, New Zealand, Africa and South America will all be clamoring for merchandise. The output of the English potteries later in the year—after midsummer—will probably be increased somewhat, but

it will take a long time to get back to pre-war production.

Better shipments should be had in the near future from France. Not only have her main ports been blocked with war supplies, both men and munitions, but her railroads have been in the hands of the army. One of the great drawbacks to production in the French potteries has been the lack of coal. Little by little more will be available, and in six months from now the output ought to be largely increased. France will suffer for a long time, however, from the lack of operatives; but when the army is demobilized many of the potters in its ranks will get back to work.

From all accounts the Japanese potteries are loaded with orders. Wages, however, are mounting steadily, and from present appearances the slight reduction in freights will be offset by the higher cost of production. Japan is short of raw materials, although with the release of ships this handicap will soon be overcome.

Retail trade in and around New York is normal, so far as demand goes, but there is an undoubted shortage of wares. Looking at the displays in the stores, the uninitiated would think there were plenty of goods. So there are, on the shelves and counters. But how about the stock rooms? Many buyers make no bones of saying that their stocks are shot to pieces. Others claim that they have fairly good supplies. No one is overloaded, however.

Country retail trade is good—in fact, the best kind of reports are coming from nearly every section of the country. So short are stocks that merchants say they can sell anything and get almost any prices.

The outlook for the spring trade never was brighter, with the one possible drawback that retail merchants may not be able to get all the goods they need. Those, however, who buy early and largely will be likely to have the necessary supplies. Before many months there is likely to be a falling off in trade to some extent in those sections where big munition plants have been in operation but are now closing down. But as lots of money was made while they lasted, the effect will be felt for a long time, and a steady, regular business may be expected.

Pittsburgh and Vicinity The business outlook is cheering. The lull of a couple of weeks is over, and orders are being placed with something like old-time liberality. A fair number of buyers was in attendance at the Fort Pitt exposition, and a greater influx is expected next week.

East Liverpool and Vicinity Shortage of gas seriously interfered with the production of pottery in this territory during the recent cold snap. Manufacturers were not permitted to light kilns in rotation, and at times none were under fire. New business is being received in very fair volume for this season of the year. The labor situation does not show much improvement.

AT PITTSBURGH.

MANUFACTURERS and salesmen alike are unanimous in the belief that the business outlook is exceedingly bright. Some buyers have already placed liberal orders, and others cannot be long delayed, as stocks are low all over the country and goods are needed immediately.

At a cost of upwards of \$60,000 the Paden City (W. Va.) Glass Co., has installed a gas-producing plant, and is no longer dependent upon natural gas for its fuel.

Howard A. Robb, sales agent for the United States Glass Co., with headquarters in Indianapolis, spent several days at the home office here during the past week.

Robert G. West, manager of the Pittsburgh sample room of the Pittsburgh Lamp, Brass and Glass Co., is showing a number of new decorations in portable

domes; also new designs in standards. Scenic and floral designs predominate.

C. R. C. Brown, in addition to assisting C. P. Reddrop with the display of the Sunshine Cut Glass Co., Cleveland, at the Ft. Pitt, has been spending considerable time buying blanks.

Dave Saunders, of Chicago, who two years ago left the ranks of the buyers to become a manufacturer, reports the sale of over 100,000 glass baskets during 1918.

The plant of the Royal Glass Co., at Grafton, W. Va., will resume operations at once, giving employment to over 300 men. A new gas-producer plant has just been completed.

The United States Glass Co. is showing a new popular-priced decorated line of pressed glassware created especially for the jobbing trade and which can be arranged in assortments. The treatment is a floral effect.

Ira Clarke, who was injured in an automobile accident en route to his home here some weeks ago, and who has been confined to his apartment since, is now able to be out.

Through the efforts of the Pittsburgh Retail Credit Men's Association a bill is to be introduced during the present session of the Pennsylvania Legislature making it a misdemeanor for anyone to present a worthless check unless he has funds in bank to meet the obligation, and carrying a penalty provided such check is not made good within ten days after it has been presented.

UNACKNOWLEDGED ORDERS.

MUCH difficulty is being experienced by firms in Monterey, Mexico, in securing acknowledgments of orders sent by them to this country, according to Consul Wilbur T. Gracey. This condition was prevalent prior to the war, but with the added difficulties of trade incident to present conditions the situation has been very much intensified.

It appears that firms in Mexico send orders to this country and do not receive any replies for several weeks and sometimes months. There are times when telegrams are sent without any replies being received. The failure of firms in this country to acknowledge the receipt of orders causes much trouble. It is thought that if American manufacturers could be brought to realize how important it is for buyers in foreign countries to know as soon as possible whether their orders had been received and the date when the merchandise would be shipped more consideration would be given the matter.



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
 Tips to Dealers Looking for Ready
 Sellers.

Several new designs from the Central Glass Works, one of which is illustrated in the concern's advertisement on another page of this issue, are sure to prove satisfactory to the buyer in quest of good stemware. The shapes are the embodiment of grace and refinement, and the patterns are thoroughly in keeping. There are rich deep plate etchings, rock crystal effects, and gold incrustations, all different in style and ornamentation from what one is accustomed to seeing. The complete display is on view at the showroom of the New York representative, A. P. Doctor, 1107 Broadway.

Abe H. Hays now has everything in fine shape at his new location in room 615, Fifth Avenue Building. Neat, black, mirror-backed fixtures line the walls, with tables to match occupying the centre of the room.

The East Liverpool Potteries Co.'s announcement that its new samples are ready for inspection will interest those desirous of stocking good sellers. The concern can invariably be depended upon for bringing out patterns just a little bit different from what are ordinarily seen in popular-priced lines. The complete exhibit may be seen at the salesroom of Edward A. Unger, 139 Fifth avenue.

Two new English semi-porcelain dinnerware patterns have made a very favorable impression at the salesroom of Gerge F. Bassett & Co., 72 Park Place. The "York" has a black band border with brightly-colored roses in striking contrast. The outside is edged with gold, and the inside with a lace-like effect in a harmonizing color. The "Bonta" is a broken-border arrangement in a light cream and blue figured design with a block medallion containing a single pink rose set in at intervals.

Seven dainty light cuttings, shown on a variety of salable items made by the Economy Tumbler Co. have been received by E. W. Hammond, 10 West Twenty-third street. Not only are most of the patterns designed along distinctly original lines, but they may also

be regarded as specials by reason of the modesty of the prices asked for the articles they adorn. The assortment comprises stemware, iced teas, tumblers, jugs, and a number of other items.

The dinnerware made by the Limoges China Co., Sebring, O., shown in New York by Edward B. Dickinson, 200 Fifth avenue, meets the requirements of the most fastidious, being an excellently-finished fine light body that compares favorably with the ware coming from French potteries. The decorations are all chosen with the utmost care, and the "Puritan" shape on which they appear, a delightful adaptation of a Colonial style, is beyond criticism.

No line of plateaux ever met with greater satisfaction than that turned out by the National Mirror Plateaux Co., 311 Broadway. All their designs are executed with an expert knowledge of the varied tastes of the consumer, gained through a wide experience in manufacturing; hence a buyer may safely order an assortment of these goods without seeing them, for there is not one pattern in the entire lot that has not proved its capability of making money for the store that handles it. Sample orders get the same careful attention as that given to large ones.

Frederick Skelton has just received from the Beaver Valley Glass Co. three new etchings in stemware that are valuable additions to the line. Two deep plate etched patterns shown on a straight flared shape in optic crystal are excellent examples of good taste and expert execution. One, known as the "Minton," is an adaptation of an Adam design, and the other a unique floral treatment. The third is a needle etching known as the "King," and is shown on the same shape. The design is a fine lace-effect border which is exceedingly pretty.

John Nixon, New York manager for the Fostoria Glass Co., is exhibiting two new light cuttings at the concern's salesroom, 141 Fifth avenue, that are dis-

tinctly unusual. One, called the Arrow pattern, consists of an arrow-shaped design set in a dotted-line border. It is executed in a dull finish that brings out its beauty to excellent advantage. The other, named the "Plume," is a clever creation in a somewhat similar treatment. A fan-shaped plume breaks a continuous leaf border at intervals, producing a charming effect. The large list of items on which both patterns are shown adds considerably to their interest.

THE WESTERN SALESMEN'S BANQUET.

EVERYTHING points to a big attendance next Monday night when the Western Glass and Pottery Association gives its annual dinner-dance at the Fort Pitt Hotel, Pittsburgh. About 150 tickets had been sold at the time of this writing, and more than 200 guests will probably be present. Good music and a good dinner are promised. These affairs have always been conducted on a high plane, and the committee expects to make this the best of them all.

STOCK-TAKING SUGGESTIONS.

THE five fixed principles of inventorying are of importance in the order named:

1. Inventory at least once a year; better twice.
2. Tell the truth about your stock. Don't place fictitious values on your goods, for by so doing you fool no one but yourself.
3. Undervalue rather than overvalue your stock. Forget the price you paid. A thing is worth what it brings in open market—not what you paid for it.
4. Classify your inventory as follows: (a) Real estate. (b) Furniture and fixtures, including machinery, etc. (c) All equipment outside of actual material used in work or outstanding on orders. (d) Small odds and ends in bulk. (e) Merchandise on hand.
5. Charge off so much a year for depreciation of fixtures, bad accounts, premium on insurance and lessened earning power.

The average business man objects to write off a certain portion each year of what he considers good assets, and in many cases his objections are justifiable. At the same time, as machinery does depreciate, there certainly should be some arrangement in every well-regulated commercial establishment to provide new machines when the old become obsolete or useless from wear and tear. The provision of a reserve against depreciation appears to answer every requirement. This reserve is established out of profits, and can be applied at any time to replacements.

It is also advantageous, in the case of a fire, to show on the books the actual cost of the property that

has been destroyed. The establishment of this reserve also satisfies the objection of the average merchant who has at the end of twenty years a large, substantial building in good repair, actually worth so many thousands of dollars, and yet which under the regular depreciation method is not represented in any way on the books.

The depreciation reserve is a part of the earnings of the concern, and any portion of that reserve that is not required for replacements on account of excessive depreciation is available for distribution among stockholders.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- P G Rider, c, g, Amsterdam, N Y.
 A M Gable, c, g, Holzheimer & Shaul, Amsterdam, N Y.
 F V Zug, hf, Kaufman's Underselling Store, Harrisburg, Pa. 37 West 26th.
 R M Wright, hf, c, D H Holmes Co, New Orleans. 15 East 26th.
 J S Laughlin and R J Irwin, c, g, l, Boggs & Buhl, Pittsburgh. 1140 Broadway.
 W J Harkness, t, Kinney & Levan, Cleveland. 432 Fourth ave.
 P A Johnson, c, Chamberlain-Johnson-DuBose Co, Atlanta, Ga. 20 East 40th.
 M L Dimmick, t, R H White Co, Boston. 470 Fourth ave.
 H L Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 43 Leonard.
 F P Ford, t, Scruggs, Vandervoort & Barney D G Co, St Louis. 225 Fifth ave.
 G L Glass, hf, Mass Bros, Tampa, Fla. 1150 Broadway.
 W H Anderson, c, g, hf, P Wiest's Sons, York, Pa. 105 Grand.
 L Neubrick, t, c, Crowley-Milner Co, Detroit. 116 West 32d.
 G H Charlton, c, Jones Store Co, Kansas City, Mo. 23 East 26th.
 L C Scott, t, Campbell's, Pittsburgh. 105 Grand.
 E McDonald, t, J V Farwell Co, Chicago. 72 Leonard.
 J A Short, t, Pitts-Smith D G Co, Kansas City, Mo. 43 Leonard.
 I E Fronant, c, g, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
 E Hanson, t, Montgomery Ward & Co, Chicago. 309 Sixth ave.
 F A Monte, hf, t, G Fox & Co, Hartford, Conn. 141 Madison ave.
 C F Kaag, c, g, M F Kaag & Son, Fort Wayne, Ind.
 A T Rathbun, c, g, John A Roberts & Co, Utica, N Y.
 W Eaton Smith, c, g, Waterbury, Conn.
 J Mohlenpah, c, g, Newark, O.
 H Darmstadter, s, N Snellenburg & Co, Philadelphia. 1261 Broadway.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The shortage of gas due to the recent cold snap did not cause any surprise. While there was sufficient gas for domestic purposes, the operating company would not allow manufacturers to light kilns in their regular order. In one plant only one kiln was allowed to be lighted in six days, and the same ratio prevailed in others.

Joseph P. Curry, salesman for the West End Pottery Co., has been confined at his home in Jeannette, Pa., with an attack of influenza.

Among buyers visiting the local market were J. H. Harris, for Kaufmann Department Stores Co., Pittsburgh; Fred D. Bell, for John A. Morris Co., Bluffton, Ind.; M. B. Page, Peabody, Mass.; F. Zehnpfennig, for Fantel Bros. & Danforth Co., Sioux Falls, S. D.; K. K. Denniston, for J. D. Purcell Co., Lexington, Ky.; J. Bason, for Weiss-Smith Co., Hartford, Conn.; Julius Hirschberg, for S. Kann Sons, Washington, D. C.; C. A. Sanders, for the Berkley Mfg. Co., Wichita, Kan.

Percy Frost, Western representative of the Hanovia Chemical Co., is able to be out after several weeks' confinement on account of influenza.

The buyers who have so far visited this district have not been sparing in their orders. Requirements were placed without hesitation, and no price arguments are being heard.

Information continues to be received here that retail stocks were very well sold out during the holiday season, and that in many instances merchandise is wanted at the earliest possible moment.

Frequently during the last few days buyers have told salesmen here that they would have made their orders larger had the manufacturers been able to have

filled specifications now on file. With this old business and the additions being made thereto, the manufacturers are assured of a very active period.

F. Zehnpfennig, now in charge of the china and glass department of the Fantel Bros. & Danforth Co., Sioux Falls, S. D., made his first trip to the pottery district last week. He was formerly engaged in buying housefurnishings. Completing his work here, he went to the Pittsburgh glass market—also for the first time.

Quite a number of people identified with the pottery trade here are arranging to attend the annual dinner-dance of the Western Glass and Pottery Association at the Ft. Pitt Hotel, Pittsburgh, on next Monday evening.

The new plant of the Bedford (O.) China Co. has not been placed in operation yet, as expected. The plant of the Vitreous Clay Packing Co., adjoining, has, however, been taken over, and pottery-making started there; also the use of a continuous kiln.

The demand for yellow and Rockingham ware is exceptionally active just now. The only local plant making these goods, that operated by the D. E. McNicol Pottery Co., is working to capacity, with a very liberal amount of advance orders on file.

William Owen, well-known pottery salesman, and representing various lines in the Pittsburgh district, has been spending several weeks in Cleveland with his son, who is interested in the rubber tire manufacturing business. It is possible that Mr. Owen will continue with this trade.

There will be no change in the officers of the Hall China Co. this year, the old board being continued in its entirety. F. I. Simmers remains president, while Robert T. Hall continues secretary-treasurer.

AT CHICAGO.

THE department stores and other establishments are taking inventories, and the buyers will not leave for the East until these are completed and they have the records in hand to estimate their needs. The buying is expected to be heavy. The buyers get their appropriations in January and July, and as a general rule will buy more readily when they are flush than when their appropriation is running low. Mercantile managers at the big stores have given instructions to the buyers to go a little slow, but at the same time to get the goods needed.

Everybody is looking forward to a good business, but at the same time the opening is being delayed a little by the attitude of some of the buyers, who seem to think that prices should be lower. The manufacturers are determined that they will not lower their prices just to suit the fancy of the buyers, and until the buyers meet this view it is plain that there will not be a vast amount of trading in this market. Factory representatives are getting word from their factories that there is no chance for lower prices in the immediate future, and are trying to convert the buyers to this view. If factories are willing to give the assurance that goods shipped at a date will be billed lower if the price has dropped in that time, buyers are willing to place their orders, for there is no question but that they need the goods.

Hugo Pick, of Albert Pick & Co., expects to leave during the next few days to visit the factories and the Pittsburgh exposition.

Several frames have been added to the facilities of the Century Cut Glass Co. The company now has more than twenty, and is one of the largest cut glass concerns in the city.

Ben Pritchard, traveler for Kelly & Reasner, left this week on a trip through Middle Western territory.

Neil Bigham, who for several years has been selling the lighting glassware line of the United States Glass Co., is no longer connected with that concern.

A. L. Coleman, traveler for the Phoenix Glass Co., recently spent a few days here.

The attendance at the winter furniture exposition has been much better than expected, and local factory agents for housefurnishings lines have been doing quite a business with the visitors. The latter also buy china and glassware for premium use.

Jack Sammons has returned to his duties as a salesman in the hotel department of Albert Pick & Co.

He underwent a period of thorough training as an aviator, received his license as a bomber, and was about to embark at an Eastern port when the armistice was signed.

E. A. Hinrichs, representative of the Onondaga Pottery Co., has returned from a visit to the factory.

Andrew Moser, formerly buyer for Auerbach & Co., Salt Lake City, and now with the Bry-Block Co., Memphis, Tenn., was in the city this week Eastward bound to visit the factories.

Mrs. Jessie McCutcheon Leigh, the manufacturer of dolls, went Eastward last week to buy materials and get new ideas.

Frank Gragg has given up the Chicago representation of the Lonaconing Glass Co.

TURNING TO SOUTH AMERICA.

IT is the evident intention of the Department of Commerce to apply our first intensive efforts in foreign trade to the upbuilding of a closer relationship between the republics of Central and South America and ourselves. The Department is completing arrangements for increasing the number of its representatives in these countries and adding to the scope of their work. Facilities for getting American business men first-hand information regarding trade conditions are to be extended, and the exchange of products is to be encouraged.

The Shipping Board is working upon arrangements to fix schedules of sailings between the ports on both coasts of the Americas. These will be put into operation as rapidly as conditions will allow. It is expected that the smaller wood and steel ships now building and recently commissioned will be diverted to this trade in a short time. Ships withdrawn from the fruit trade to meet war demands are to be returned first.

The War Finance Corporation has also its part in the programme. The Treasury Department is not now empowered to directly extend credits to these countries, whose cash buying powers have been seriously curtailed by the war. The War Finance Corporation can, however, give aid to American firms who wish to extend credits and in this way lay a foundation for future trade.

The co-operation of these three bureaus can do more to put America on the right track than any effort made by unorganized commercial organizations. It is pleasant to see that they are acting. The Latin republics are in need of many of our products. They lack transportation with which to carry them and the money to purchase them. In the mad scurry of a world-war

they have suffered more than many observers are aware. While most of them had raw materials to offer, they did not receive in return the products they most needed. Their shelves are bare. While Europe is straightening out its own tangles we can be of great assistance to our sister republics of the south. If our business men will work in conjunction with the three departments mentioned above they can lay a foundation which will in time bring them profit and teach them many of the intricacies of foreign trade.

UP AGAINST IT.

NEWARK, OHIO, Jan. 3, 1919.

To Our Friend MR. JOSEPH MOORE, of Denver.

MY DEAR SIR: We find that the formal complaints issued by the Federal Trade Commission during the past week included acts of unfair competition involving commercial bribery, misrepresentation, and guaranteeing specified profits.

The matter of interest to us is their complaint No. 227, charging an Illinois condensed milk company with the practice of guaranteeing dealers a specified profit on its milk regardless of declines in prevailing market prices. It is alleged that where the price of the commodity declined after sale to dealers, and before resale, the company refunded money to make good the decline in profit.

This covers the matter that you request of the manufacturers. That is, they were to guarantee prices for ninety days, for all goods, regardless of whether the resale had taken place or not. So, you see, you are up against the ruling of the Federal Trade Commission, which would make the manufacturer liable for the loss that he would incur for the benefit of the dealer.

Therefore, as I interpret this ruling, the manufacturer cannot legally enter into an agreement with you to guarantee the price for any period, it being against public policy.

Respectfully,

A. H. HEISEY.

INDUSTRIAL OUTLOOK BRIGHT.

IT is not possible to doubt that a great period of prosperity awaits the country as soon as the readjustments to a peace basis are made, and the required readjustments are not such as to occasion alarm, says the National City Bank of New York. The situation is inherently strong. Stocks of goods of all kinds are low all over the world, and people have been economizing in purchases until their needs are pressing. This country could have had a great foreign trade during the last year, despite high prices, but for the embargoes and shortage of shipping.

Construction and repair work is behind. Germany, the greatest steel exporter before the war, has exported none for four years. Belgium and France, also exporters of steel, have sold none in the same time, and England's sales have been greatly reduced. These averages naturally must be made up. In the past the

consumption of steel was always rapidly increasing, and it may be expected to increase more rapidly in the future. The demands of Europe upon the European supply will be so great that the other world markets will have to look largely to the United States for early attention. Furthermore, this country's capacity to absorb iron and steel is very great, and there is unquestionably, a heavy domestic demand in waiting. The one question which cannot be definitely answered is as to what prices must be made to bring this demand forward promptly.

The end of the war raises a question as to the future of prices which of itself puts a check upon buying. Every dealer wishes to keep his stock as low as possible while this question is pending; nevertheless, once they are low, they must be replenished in order to continue business. Consumers will hold off to some extent also if they expect prices to fall, but where great numbers of people are in possession of more funds than usual, as is the case to day in many countries, the United States included, a very high degree of restraint in personal expenditures is not to be expected.

Expenditures which represent capital investments are more directly affected. Business men are reluctant to put capital into permanent investments at a high level of costs for their products. Business prudence dictates delay in the case of new enterprises, unless there is some special advantage to be gained by haste. In the case of repairs and replacements, delay may be impracticable.

It cannot be questioned that the general tendency will be downward from present levels, but there are counter-influences which will tend to hold the movement in check. The most important of these influences is the high cost of living, which, owing to the situation in foodstuffs and clothing materials, seems not likely to decline much before another world's crop has come to market. It is very desirable that the general wage scale and living costs shall decline together, so that the wage earner may lose nothing of his present command over the goods which enter into his budget.

In due time the cost of living will certainly come down. It would be impossible by any concert of action that can be imagined to keep it at the present level. Farm products are bound to follow the law of supply and demand, and the development which is going on in agriculture, together with the demobilization of the armies, will bring them down.

Of course, it is to be hoped that in these readjustments all parties will gain something—and that will be the case if they all improve their methods and are loyal and fair to each other, as partners should be. They are all members of the productive organization, exchanging services with each other, and if they all increase in efficiency they will find their labors bringing them larger returns. And no class can increase its net earnings in any other way without reducing the share of the others.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.MECHANICAL DEPT:
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|--|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union..... | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JAN. 16, 1919.

SOME of the buyers at the Pittsburgh exposition still cling to the idea that prices will eventually come down, and, while fairly liberal in their purchases, order only for immediate needs. And this in face of the fact that the manufacturers do not give the slightest indication of price revision. Caution can go too far.

THE RETURN EVIL.

JUST as they expect their own customers to retain purchases once made, so should dealers keep what they buy from the wholesaler.

Returned merchandise plays a greater part in the business of the wholesaler than is generally imagined. The latter has accepted the order in good faith and shipped the goods according to instructions; but only too often part of the shipment is returned, with express charges to be collected, and sometimes without a word of explanation.

Wholesalers are compelled to keep the purchases they make, and it is a poor rule that only works one way.

In some cases the wares purchased may be all the wholesaler has in stock, and he orders more of the same kind, only to get the merchandise sold returned to him. Can he return what he bought? Certainly not. What is the consequence? He has on his shelves surplus stock through no fault of his own, and which it is up to him to get rid of the best way he can.

No house wants to sell a customer more goods than he should have, and the buyer should be compelled to keep what he purchases.

Hardly a day passes that one does not read something about the efficiency methods employed throughout the country in the successful running of business. They evidently need to be utilized in this connection, for such practices are certainly not in keeping with efficient management.

PERSONAL.

AFTER traveling for C. Dorflinger & Sons for several years, Axel C. Hanes, whose resignation was noted recently, has accepted a position with the Pairpoint Corporation to represent it on the road through territory embracing Chicago, Kansas City, St. Louis, Minneapolis, St. Paul, and intervening points. He is classed as one of the best glassware salesmen in the business, and has built up a large following in the trade. The concern is to be congratulated upon adding to its staff a man of his calibre.



Robert Kahle, formerly city salesman for the Liberty Cut Glass Works, has been engaged by the Hirsch-Malgood Co. to call on the trade here as well as to travel. He has a successful record, and should prove a valuable acquisition. He left the latter part of last week with Julius Hirsch to take charge of the concern's exhibit at the Pittsburgh exposition.



Arthur J. Bennett, president of the Cambridge (O.) Glass Co., was in New York again last Friday and Saturday on business connected with the U. S. Chamber of Commerce. He is prominent in that body, and is doing good work.



Louis Iris, formerly with the Royal Lamp Shade Co., who has been engaged by the Robichek Co. to travel through the South, is getting ready to leave on an extended trip the latter part of the month.



A. H. Ledden was able to attend to business for the first time last Friday since December 31, having been confined to his home in Trenton since that time with an attack of influenza.



John Nixon, who is always the first to go to anyone who is sick or in trouble, paid a visit last week to Jos. Burroughs, who is recuperating from typhoid-pneumonia at his home in Hackensack, N. J. His life

was despaired of for a time, but Mr. Nixon reports that he is now making very satisfactory progress.



Louis R. Garvey has been mustered out of the service and is back attending to his duties in the business of his father, J. L. Garvey.



Charles H. Taylor, the well-known manufacturers' agent, according to his usual custom left last week for a few weeks' stay in Florida. William Albert, his efficient manager, takes care of the business during his absence.



H. Benedikt left last Friday for Pittsburgh. He is making his headquarters at the Fort Pitt Hotel, and during his ten days' stay in the West will visit the various potteries which he represents in New York.



James J. McCarty, who travels the Middle West for Gillinder & Sons, left on Monday to take charge of the concern's exhibit at the Fort Pitt Hotel, Pittsburgh.



A. Broll, formerly well known in the trade as a buyer, and now engaged in business for himself handling a line of barbers' glassware specialties, left on Monday to pay a visit to the exposition at Pittsburgh.



E. Monroe Fisher, son of J. G. A. Fisher, of Fisher, Bruce & Co., Philadelphia, after spending a year in the service is back in his former position with the firm. He was promoted to first sergeant in the spring, and had passed his examination for second lieutenant, the commission being ready to be awarded when the armistice was signed. W. B. Shaw, who has been in the navy since October, 1917, has been mustered out and will resume his duties as Southern salesman for the concern, covering his old territory.



F. J. Challinor and H. L. Bunker, of the United States Glass Co.'s local office, left the latter part of last week for the Pittsburgh exposition to meet their customers from this section.



Louis Hirsch, who, as noted in last week's issue, is starting in the agency business for himself, will be in the same building with his brother Max at 10 West Twenty-eighth street, where he has secured a room on the seventh floor.



Senator N. B. Scott, formerly president of the Central Glass Works, who was here to attend the banquet given by the Ohio Society, was a welcome visitor at the office of A. P. Doctor last Saturday. He now

devotes his entire attention to his duties as president of the Continental Trust Co., Washington, D. C., and also of the Dollar Savings Bank at Wheeling, W. Va. He said he expected to take things easier, however, in the near future, when he would turn his duties with former company over to his son, Major Scott.



C. S. Curtis, Southern traveling representative for Edward Boote, left Tuesday night for Norfolk, Va. as his first stop on an extended trip.



W. M. Pingree, Boston representative of the Taiyo Trading Co. (successors to Takito, Ogawa & Co. and Tajimi Co.), spent several days at the concern's headquarters here this week preparing a new sample line.



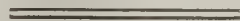
W. B. Shockley, who was mustered out of the service recently, registered at the Hotel Marseilles on Monday for a ten days' stay to place orders for J. B. Ivey & Co., Charlotte, N. C.



Alex. H. Renwick, of Renwick & Cunliffe, Vancouver, is in the city placing orders. If arrangements for a passport are completed he expects to visit the British and French markets, sailing from Halifax the latter part of the month.



The death of Frank Garvey was reported in the local papers on Tuesday. Members of the trade who saw it supposed that it was the son of the well-known crockery and glassware dealer at 10 West Broadway, but investigation proved this to be erroneous.



MRS. LEVENE KILLED IN RAILROAD WRECK.

THE trade was shocked on Monday morning to find in the list of those killed in the wreck of the New York Central's Wolverine express at South Byron, N. Y., on Sunday, the name of Mrs. Jennie Levene, the well-known buyer for Stern Bros., this city. Hopes were at first entertained that it might be another person of the same name, and inquiries immediately poured in upon the firm. She had left New York on Saturday night for Grand Rapids, Mich., to attend the furniture exposition and make purchases for the art section conducted in conjunction with the china and glassware departments.

Mrs. Levene's unusual capabilities as a buyer and executive had won for her recognition as one of the ablest in the trade, and her employers are frank to admit that it will be difficult to replace her. During her

entire business career she had practically been in only two positions—sixteen years with Ehrich Bros., where she rose to be the head of the department, and for the last seventeen years with Stern Bros. She had been back to business only about three months after going through a very serious illness, during which her life was despaired of. She made a complete recovery, however, and her health was better than it had been for years.

It almost seemed as though fate ordained she should go on that particular train. She had reserved a berth, but through some mistake at the ticket office it was resold to another party, and only through her persistence and threatening to make trouble was she assigned to another car. She had also been advised to travel by the Pennsylvania road, or at least to take a day train, but would not be swerved from her original purpose.

She had a most extensive acquaintance in the trade, including a host of warm friends who will mourn her loss. She was fifty-four years of age, and leaves one daughter and a grandson; a sister, Mrs. Dr. J. J. Goodman, with whom she made her home, and two other sisters in this city; also a brother, who resides in San Francisco.

Funeral services were held at her home, 340 West Twenty-ninth street, on Wednesday afternoon, and were attended by a number of her friends in the trade.

ECHOES OF THE CONVENTION.

THE convention of the United States Potters' Association at the Hotel Astor last week was one of the best held in years. Not in a long time have so many members been present. The fact that it took place in New York may have had something to do with that part of it, for besides the interest in the Association there are many attractions for those who only visit the metropolis occasionally.

* *

Marcus Aaron presided with dignity. He is a parliamentarian, and acted quickly and correctly. His address was all that could be desired.

* *

W. E. Wells was at his best as toastmaster. He is versatile to a degree. He can be pathetic, humorous, sarcastic and complimentary, all in a few minutes.

* *

The report of the tunnel kiln was listened to with great attention. Its success may make a lot of difference to some of the smaller plants.

* *

The idea of making the banquet a "family party"

was a good one, and it is more than probable that the members enjoyed the extemporaneous addresses more than if they had listened to professionals. Some of the speeches abounded in wit and humor.

* *

Speaking of professionals, the two gentlemen who addressed the meeting on serious subjects—tax and Security League matters—did not find their hearers in entire accord with their views.

* *

The soldiers and sailors present at the banquet were delighted, and modestly accepted the salute and toast accorded them.

* *

The incoming president, Chas. L. Sebring, made a short but pointed speech of acceptance when he took the chair, and quickly showed he was no novice at presiding.

* *

The good feeling existing all through the convention was gratifying. Everybody seemed bent on doing all things possible to further the interest of the Association.

WHEN THE WAR BOARDS EXPIRE.

THE termination of the authority of various war boards and commissions is announced in the following summary made public by Senator Martin, Democratic leader of the upper branch of Congress:

Control of Railroads—Twenty-one months.

Control of Telegraph and Telephone Lines—During the war.

Food and Fuel Control—When state of war is ended and peace is proclaimed.

Espionage Act—End of the war.

War Trade Board and Export Control—End of the war.

War Finance Corporation—Six months after the war, with further time for liquidation.

Capital Issues Committee—Six months after the war.

Reorganization of Government bureaus under the Overman law—Six months after the war. (This covers the War Industries Board.)

Alien Property Custodian—End of the war, with extension of time for certain duties.

Government Operation of Ships—Five years after the war.

Aircraft Board—Six months after the war.

Agricultural Stimulation—End of the emergency.

Housing Construction—End of the war, except for shipbuilding.

Minerals Stimulation—As soon as possible after proclamation of peace.



THE PITTSBURGH EXPOSITION.

A NUMBER of new exhibitors are at the Ft. Pitt this season. A few firms opened their lines last week, but the show did not get going in full until last Monday. The variety of new lines shown this year is smaller than heretofore. Only here and there are new dinnerware patterns and designs in cut glass exhibited. The jobbing interests are fairly well represented by buyers, and the salesmen are reporting a very good business so far.

Among the buyers here so far, in addition to those coming after their tours of the potteries, were:

Pete Rinkin, for the Boston Store, Chicago.
 Mr. Zimmerman, for F. A. Empsall & Co., Watertown, N. Y.
 Lewis A. Gregg, Charles Hall Co., Springfield, Mass.
 Clifford Ansberger, for Parsons-Souders Co., Clarksburg, W. Va.
 Mr. Bell, for Ford & Co., Paris, Ky.
 A. J. Parrish, for E. B. Taylor Co., Richmond, Va.
 Neal McCloghan, for J. L. Chalvaux Co., Lowell, Mass.
 Robert Yarwood, Bowman & Co., Harrisburg, Pa.
 Herman Kline, Watt & Shand, Reading, Pa.
 H. A. Miller, James McLean Sons, York, Pa.
 Joseph Donovan, J. B. Sutherland Co., Lawrence, Mass.
 Herbert Ford, Mitchell, Woodbury Co., Boston.
 D. L. McCarthy, Steward Co., Louisville, Ky.
 Walter B. Stanton, Stewart Dry Goods Co., Baltimore.
 Charles Herman, Baltimore.
 Mr. Bour, Kinney Bros Co., Canton, O.
 Lee Schoenthal, Gimbel Bros, New York.
 Robert Evans, E. B. Adams, Washington, D. C.
 George Lobsitz, Hahne & Co., Newark, N. J.
 Mr. Tiffany, New York.
 Guy Robertson and Charles H. Lang, Kinney & Levan, Cleveland.
 W. K. Cottrell, C. K. Whitner Co., Reading, Pa.
 Ed. Ernst, H. & N. Pogue, Cincinnati.
 Samuel Natkin, The Fair, Chicago.
 Charles Weicle, Edward Wren Co., Springfield, O.
 R. L. Tongue, R. L. Tongue Co., Philadelphia.
 W. C. Newland, Borgfeldt Co., New York.

A new line of glassware is shown by the Paden City (W. Va.) Glass Co., in charge of Dave Fisher. It is a Colonial pattern, figured design, and is to be had both plain and gold decorated. The usual lines of lamps and soda fountain merchandise are displayed.

Messrs. Brown and Reddrop are showing the lines of the Imperial Art Glass and Lamp Works, consisting of new effects in electric portables; popular-priced cut glass assortments; plain white pottery of the Bedford China Co., and cut glass of the Mound City Cut Glass

Co. Special propositions for the jobbing trade are featured this year.

The Saunders Mfg. Co., of Chicago, of which Dave Saunders is the head, is showing over a hundred new patterns in cut glass. These consist of heavy and light cuttings. One of the special features of this exhibit is the long line of handled baskets, these ranging in price from twenty-five cents to five dollars.

"The Spoon House of America" (the Hirsch-Malgood Co., New York) is showing the largest line of glass spoons and novelties ever brought here at this season of the year. Many new designs are on view.

Samuel Neuwirth and S. M. Robinson are in charge of the exhibit of the United Cut Glass Co., the display consisting of a general line of cut glass. Mr. Neuwirth and Max Herbert are also in charge of the Max Herbert line of floor lamps, candlesticks and silk shades. Many new designs in the latter line are shown to advantage.

The George H. Bowman Co., Cleveland, have two rooms for their exhibit here this year, Charles Ellis and A. A. Bourbon being in charge. One of the special features is the popular-priced cut glass assortments, many of the designs being new for 1919. Coin-gold decorated glass is displayed in a large variety of pieces. Aluminum ware and dinnerware, both domestic and imported, are displayed in an attractive manner. This exhibit will close here January 28, and then moves to New York, where it will be opened Feb. 3 at the Imperial Hotel, remaining there for one month.

The general line of dinnerware of the Carrollton Pottery Co. is under the direction of Herbert K. Connors and Charles H. Israel. The border patterns are very attractive, several new treatments being included in the 1919 offerings.

Alex. Fraser is showing the general blown and stem lines of the Beaver Valley Glass Co. and a full line of the Fry cooking glass. The latter line has several new shapes, notably square casseroles, biscuit trays and meat platters. New patterns are also shown in the blown line.

In addition to showing many attractive dinnerware patterns on the "Princess" shape of the Smith-Phillips China Co., Edward W. Clinton is making a special feature of a hand-decorated line of Hall's fireproof teapots. These are shown in three different shapes and six sizes. This is the first time the Hall teapots have been shown in decorated form.

Henry Bigart has arranged the biggest display of the lines of L. D. Bloch & Co. ever brought into the

district, the largest room on the seventh floor being occupied. One of the features of the exhibit is the variety of floor lamps and shades. Many novelty lines are also on view.

The lines of the H. C. Fry Glass Co. and the Empire Cut Glass Co. are in charge of Charles P. Schuller. The exhibit is arranged in the same room as last year. Several new cut patterns are shown in both lines.

F. I. Simmers is showing the fireproof cooking ware of the Hall China Co. Several additions to the line are listed.

Dinnerware and special assortments are displayed by the Potters' Co-Operative Co., in charge of William E. Owen, who, by the way, is the oldest pottery salesman having an exhibit here this year. Several new treatments in dinnerware are shown.

Border patterns predominate in the exhibit of the Taylor, Smith & Taylor Pottery Co., which is in charge of Cecil E. Taylor. The variety of treatments is quite large. At the close of his season here Mr. Taylor will proceed with his line over his Eastern territory.

PLENTY OF WORK FOR ALL.

IT has been suggested in some quarters that one reason for the delay in the demobilization of our war industries is the fear that there will not be enough peace jobs to go round. This timidity is baseless, and it is having a deterrent effect on the resumption of normal industry, says the "Wollman Review." There is no over-supply of labor, nor will there be. The problem is one of adjustment and distribution, and the sooner the question is approached in a spirit that recognizes the facts, just that much sooner will the fear of unemployment cease to interfere with the return to normal conditions. We shall discover that work will be awaiting every returning soldier, and that millions of women will find a continuing demand for their services.

For four years we have had a shortage of labor in this country. This would have been acute even if we had not entered the war. For decades the constantly growing labor needs of the United States have been met only through immigration from Europe. These needs have been so urgent that we have admitted undesirable elements to our population. Undoubtedly we have been unable to assimilate and Americanize tens of thousands who have come here. It is charged that we have sold our birthright to solve a labor problem.

In 1911 our foreign immigration was 878,587; in 1912 it was 835,172; in 1913 it was 1,197,892; while in

1914 it was 1,218,480. This is a total for the four years of 4,133,131. Since that time our immigration has averaged less than 300,000 per year, thus leaving us 3,000,000 short of the regular increase for the period.

In those four years our industrial requirements have grown tremendously. We not only have enlarged our plant equipment, but we have neglected or postponed numerous development undertakings which, once under way, would absorb a vast amount of labor.

The United States cannot look forward to the annual influx from Europe. Emigration probably will be subjected to sharp restrictions. Races which lived formerly under conditions of oppression now have free countries of their own. They will wish to work out their problems under new surroundings. Doubtless many of their compatriots in this country will return.

In view of these circumstances American business men should not be worrying about how 2,000,000 of our boys will find employment or what will happen to those who took their places when they left. Wages will be lower than those paid for emergency work during the war, but it probably will be years before they return to the pre-war level, if indeed they ever do. It would be difficult to imagine, for instance, how the United States Steel Corporation would go about such a task as lopping off all the progressive wage increases granted in the last four years.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

WANTED—By a man of years' experience and character in the glass manufacturing business, particularly rich and light cuttings, and of broad acquaintance and high standing with the best trade in the Middle and Western territory, a position (preferably traveling) with a responsible company. Address W. F. C., this office.

BUSINESS OPPORTUNITIES.

A GLASSWARE salesman possessing above the average ability, as proven by an unusually successful record, wishes to make a change. Would consider representation of a factory in New York or would connect with a manufacturers' representative in need of a high-class man to cover the trade in the metropolitan district. Address Box 188, this office.

SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,
Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo



NOTICE!

On account of the illness of our Mr. T. A. Copperstone we will be unable to show our line at the Fort Pitt Hotel, Pittsburgh, as arranged.

We will be glad to see you at our sample room, East Liverpool.

VODREY POTTERY CO.

THE EXHIBITORS AT PITTSBURGH.

FOLLOWING is the complete list of exhibitors at the Pottery and Glass Exposition held in the Ft. Pitt Hotel, Pittsburgh:

| Room | Firm | Representative |
|------|---------------------------------|---|
| 123 | D C Jenkins Glass Co..... | { Howard Jenkins F M Drumm |
| 129 | Bryce Bros Co..... | { W H Duval Myric Bryce |
| 136 | Co-Operative Flint Glass Co.... | W A Reaper |
| 239 | Star Glass Co..... | W J Patterson |
| 240 | Corona Glass Co..... | C B Kishler |
| 241 | Susquehanna Cut Glass Co.... | { T W Hamilton |
| 242 | H E Rainaud Co..... | { |
| 243 | Quezal Glass Co..... | A L Duval |
| 244 | Fyne Tone Mfg Co..... | Albert H Bien |
| 339 | Koscherak Bros..... | Max Strensch |
| 340 | { McKenna Bros Sales Corp'n.. | { W J McKenna |
| 341 | { Camden City Cut Glass Co.... | { R R O'Connell |
| 342 | Mohawk Clay Products Co..... | C Yeagle |
| 344 | H Northwood Co..... | C G Dela Croix |
| 438 | { Herron Cut Glass Co..... | { Frank B Tinker |
| 439 | { Kiefer Bros..... | { |
| 440 | Central Cut Glass Co..... | W W Collins |
| 441 | Saunders Mfg. Co. | Dave Saunders |
| 442 | Quaker City Cut Glass Co..... | E F Lemcke |
| 443 | { Westmoreland Specialty Co.... | { R B Reineck |
| 444 | { | { Geo R West |
| 538 | Royal Metal Mfg Co..... | James Flanagan |
| 539 | { Imperial Art Glass and Lamp | { C P Reddrop |
| 540 | { Works | { C R C Brown |
| 541 | { Sunshine Cut Glass Co. | { |
| 542 | { Geo H Bowman Co..... | { C S Ellis A A Bourbon |
| 543 | Louis Levien Cut Glass Co... | { Jas D Magid Louis Levien |
| 544 | D E McNicol Pottery Co..... | Jack Patterson |
| 571 | McAnulty Co..... | F D McAnulty |
| 585 | Phoenix Glass Co..... | E C Flanagan |
| 621 | United Novelty Co. | Mrs Heumann |
| 636 | Hirsch-Malgood Co..... | { J Hirsch F Wohlgemuth |
| 639 | S A Weller Pottery Co..... | Geo H Woodworth |
| 640 | United Cut Glass Co..... | { Sam Neuworth S Robinson |
| 642 | Jones, McDuffee & Stratton Co.. | Jas P Gordon |
| 643 | Fenton Art Glass Co..... | { R C Fenton F L Fenton |
| 670 | A E Hull Pottery Co..... | V D Kinnan |
| 673 | Steinfeld Bros..... | Milton Jones |
| 678 | Jos Friedman..... | L Nudorfer |
| 679 | Searls Mfg Co..... | H A Joffre |
| 684 | Mitchell, Woodbury Co..... | E H Corey |
| 685 | M Herbert Co..... | Sam Neuworth |
| 688 | Southern Potteries, Inc..... | { J W Mackey E J Owens |
| 690 | Samuel E Bernstein..... | Ben Samuels |
| 691 | { Hocking Glass Co..... | { I J Collins |
| 692 | { | { C F Von Stein |
| 697 | Novelty Mfg Co..... | Edward A Tracy |
| 700 | Hugo Schmidt Picture Frame Co.. | Hugo Schmidt |
| 702 | Smith-Phillips China Co..... | E W Clinton |
| 704 | Diamond Glass Co..... | H W Thomas |
| 706 | Lancaster Glass Co..... | L P Martin |
| 708 | Indiana Glass Co..... | { Geo W Haskell H L Kelly Frank W Merry |
| 710 | Mayer China Co..... | A E Mayer |
| 712 | Empire Cut Glass Co..... | { Chas P Schuller |
| 714 | H C Fry Glass Co..... | { |
| | Taylor, Smith & Taylor | Cecil E Taylor |

| | | |
|------|-------------------------------|--|
| 716 | Paden City Glass Mfg Co..... | David Fisher |
| 718 | Steubenville Pottery Co..... | { H D Wintringer W E Partridge |
| 720 | Carrollton Pottery Co..... | { H K Connor Charles Israel |
| 724 | Beaver Valley Glass Co..... | Alex Fraser |
| 726 | Brush-McCoy Pottery Co..... | F H Vaughn |
| 728 | L D Bloch & Co. | Henry Bigart |
| 739 | Duncan & Miller Glass Co..... | J C Rent |
| 740 | Economy Tumbler Co. | { W E Hunter S P Kenny E W Hammond |
| 742 | S Herbert Cut Glass Co..... | { E E Hamblin C L Wise |
| 743 | McKee Glass Co..... | J E McLaughlin |
| 773 | Hall China Co..... | F. I. Simmers |
| 776 | West End Pottery Co..... | J C Paul |
| 778 | Heisey Glass Co..... | Mr. Cassel |
| 784 | Crooksville China Co..... | H. J. Bennett |
| 785 | Phoenix Glass Co..... | H B Whitney |
| 788 | Penn Cut Glass Co..... | M S Benford |
| 790 | Lazarus & Rosenfeld | Geo W Brownley |
| 792 | Hunt Glass Co. | A L Blackmer |
| 796 | Frontier Cut Glass Co..... | Frank B Tinker |
| 838 | National China Co..... | E E Wilgus |
| 840 | Wheeling Decorating Co. | R D Otto |
| 843 | Beals & Selkirk Trunk Co... | H W Raymond |
| 939 | John J Hines..... | John J Hines |
| 941 | Aluminum Goods Mfg Co..... | J O Coleman |
| 942 | Cambridge Glass Co..... | { W C McCartney H P Knoblock |
| 944 | The Potters' Co-Operative Co | { W J Owen |
| 1040 | Bonita Art Co..... | Otto Jaeger |

G. S. ALEXANDER & CO.

INCORPORATED,

61 Broadway, New York.

*Chemicals for Glass
Manufacturers.*

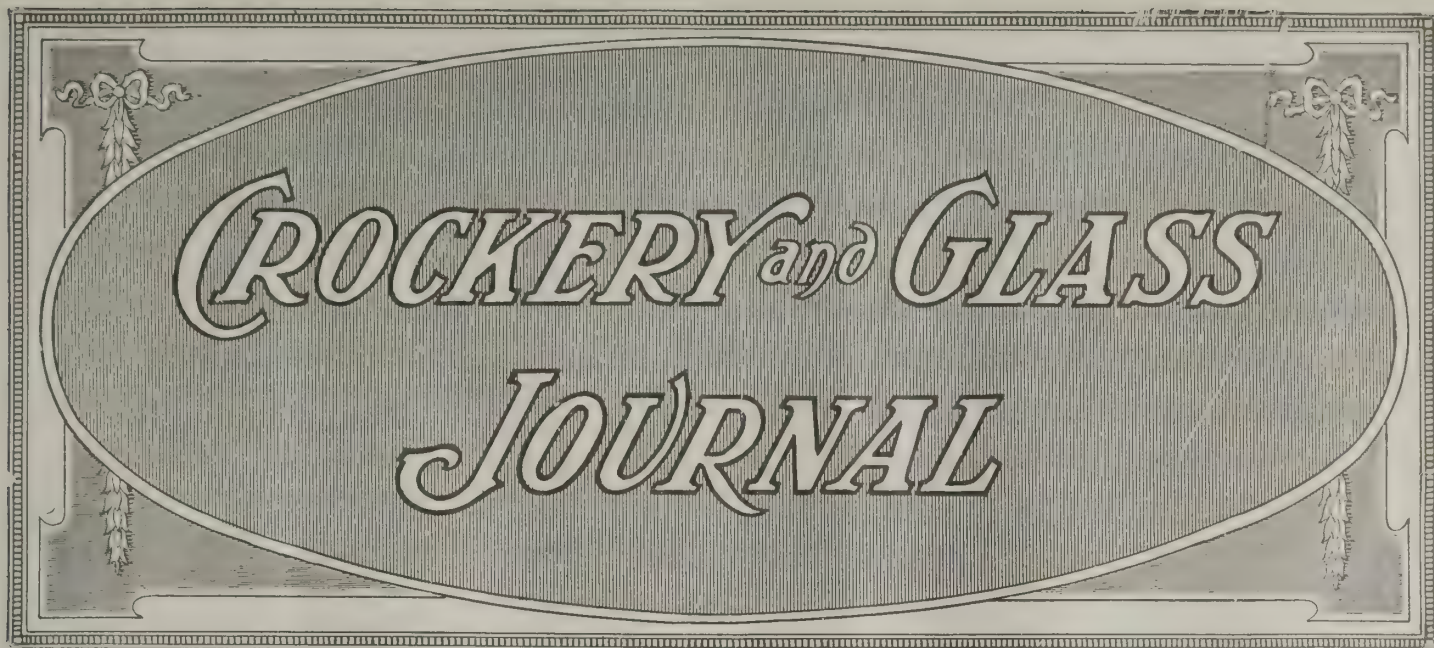
Nitrate of Soda.

(Cheap re-sale lots.)

Salt Cake. Soda Ash.

Carbonate of Potash.

Double Refined Nitrate of Soda



NEW YORK, JAN. 23, 1919.

CONDITION OF TRADE.

With the exposition at Pittsburgh the **New York** center of attraction, little activity was expected in the New York market. Contrary to expectations, however, enough buyers made their appearance during the past week to bring joy to the hearts of the dealers here. Considerable business was booked, although the same conservatism in placing orders noted in last week's issue was in evidence. Still, owing to stocks being pretty well depleted, in most instances the immediate requirements made fairly good-sized orders.

Traveling representatives for the importers are sending in a fair amount of business, notwithstanding the fact that they, too, find the inclination toward careful buying manifested to a great extent.

The constantly-increasing interest in Japanese goods shows that the wares manufactured in that country are to a considerable extent taking the place of the merchandise formerly supplied by Germany and Austria. The cleverness of the Japanese in copying is wonderful, and their constant improvement in the matter of quality is another important factor of their success.

While business among the domestic pottery representatives cannot be classed as overwhelming, it is very good. Few new patterns have made their appearance thus far, but the established ones are said to be going without the buyers having to be unduly urged.

A slightly better demand for blown and pressed glassware is in evidence, although orders naturally

show a conspicuous absence of items affected by the prohibition wave.

Fancy articles in glassware houses are indicative of a steadily increasing interest in these goods, which is thought will soon be reflected in a decided increase in the number and size of orders.

The January sales in the retail stores have been well attended and have been most effective in clearing out an accumulation of odds and ends along with regular stock.

The conservatism in buying noted above is not due to any lack of faith in the future, but is chiefly the outgrowth of a disposition to await more favorable prices and to limit operations mainly to immediate needs while the markets are being readjusted to a less inflated position.

East Liverpool and Vicinity

The market has been visited within the past fortnight by a host of buyers, all of whom admitted the need of merchandise, and placed good orders. Manufacturing conditions are still below requirements on account of the shortage of help, but an improvement in this direction is looked for soon.

Pittsburgh and Vicinity

While there has been no very heavy buying, good orders have been placed. Buyers are not so anxious to anticipate so far in advance as formerly, knowing that with the war over production is

likely to increase, and the factories will not be so rushed as heretofore. More or less "shopping" was done a week ago, but this week it has been business from the start.

PROMPT PAYMENT OF BILLS URGED.

WHILE to the average charge customer of a department store or specialty shop the assertion that there is a distinct relation between overdue bills and a lack of patriotism on the part of persons who do not pay promptly may seem far fetched, local credit men assert that it is by no means so. One of them explained to a *Times* reporter recently why it is not, and why the men and women who do not meet their financial obligations promptly are, in a certain sense, slackers.

"In the first place," he said, "the Government has need of every dollar it can raise in order to carry on the successful prosecution of the war. Therefore anything that smacks of waste is wrong and unpatriotic, because it uses up money that the Government requires. That commercial waste of all kinds must be eliminated, or at least reduced to the lowest possible limit, if the hands of the army and navy are not to be tied by a lack of money, is shown by the urging of merchants by the Conservation Division of the War Industries Board to cut down daily deliveries, to reduce the period in which the returned goods privilege may be enjoyed, etc. In short, the Government wants everything possible done to save money.

"Now, one of the things that will hamper a merchant as much as anything in his desire to do his best by the Government and at the same time to serve his customers as well and at as little expense to them as possible is having a considerable portion of his capital tied up in accounts receivable. Well-posted credit men know that in any store which has a large number of charge customers an average of 10 per cent. of the accounts on its books runs over the thirty-day limit for payment that is set by the store at the time an account is opened and is accepted by the customer receiving it. Three per cent. of these accounts run past sixty days, and 2 per cent. past ninety days. This means that 10 per cent. of the store's capital is tied up in accounts receivable for more than thirty days and that it is of no value to the store during that period.

"What does this mean? It means that the store has only 90 per cent. of its capital to work with as long as these bills remain unpaid. It means that this handicap must be offset by borrowing money from a bank, which, in turn, means an increase in the cost of doing business, an increase which the store has to meet by spreading it over the merchandise it sells and letting the customer foot the bill.

"And here is where the patriotism comes in. If accounts were promptly met the merchant would not have

to seek financial relief from a bank, and the money saved in this way could be devoted to buying additional Liberty Bonds, or to increasing contributions to the Red Cross and other important organizations. If the merchant did not have to seek loans the banks would have more money to loan the Government or to contribute to various war needs. If accounts were promptly paid the reductions in selling prices that a store could make, or, rather, the further advances growing out of the increasing cost of all kinds of merchandise it could avoid, would leave the consumer free to enlarge his or her pledges or contributions. That is what we credit men mean when we say that slow payment of accounts owed to stores is a kind of slackerism.

"Looking at it from another point of view, to pay bills promptly may in the long run lessen the war burden on the consumer. When a person buys Liberty bonds or War Savings Stamps he or she does it with the assurance that the money is coming back, with interest, at a given time. The same person also knows that when an income or any other kind of tax has to be paid the money does not come back. I have shown how slow payments can lessen the purchase of Government war securities all along the line. But this does not alter the fact that the Government needs huge sums of money, and if it cannot get them through the sale of bonds or savings stamps, it will get them through taxation. No better proof of this exists than the plan now before Congress, if other means of raising the required money fails, to tax the very clothes a person wears.

"There is another side to the waste involved in slow accounts than offsetting the handicap thus imposed on a merchant by forcing him to get loans from his bank. To collect a past-due account costs at least 5 per cent. of its value, shop or store amounts to several million dollars a year. To have to collect any sizable percentage of amounts like these at an expense of 5 per cent. or more means something to a store and something to the store's customers as well. But the worst part of the whole proposition is that the money spent in collecting accounts is, from one point of view, wasted, in that it could be saved by customers meeting the obligations in regard to prompt payment which they agree to and assume at the time their accounts are open. It is making waste of this kind necessary that constitutes a lack of patriotism; it is making waste of this kind necessary that makes slackers out of persons who let their accounts run, for they are not in this respect, at least, doing their utmost to win the war."

In order to bring home the need of prompt settlement of accounts the Associated Retail Credit Men of New York City, Inc., is contemplating the distribution among charge customers of the stores this notice: "At this time, when the United States Government is doing its utmost to stamp out waste wherever waste exists, it should be one of the obligations of the shopping public to pay

their bills promptly. By so doing men and women engaged in writing dunning letters and other collection work would be released for more important labor. The saving thus made would give the merchant an opportunity to invest it in Liberty Bonds or subscribe to the Red Cross.

"Unproductive effort must be eliminated. Therefore, it is the duty of every one to co-operate by the prompt payment of their bills. Why not begin now?"

In a statement issued by an executive of the association it was pointed out that if a customer does not pay bills promptly he or she is imposing on the merchant who gave the credit. The only reason goods are charged, it says, is for the convenience of the customer, not of the merchant. In extending credit he had confidence in the customer, believing that the bill would be paid promptly. When it is not paid promptly, as agreed, the statement asserts that the customer has violated this confidence and is not worthy of further credit. The assertion is also made that customers should remember that credit, good or bad, will follow them wherever they go. The statement goes on:

"To weed out men and women who do not pay their bills promptly is the object of the Associated Retail Credit Men of New York City, Inc. This association consists of nearly all the leading retail stores in various lines in this city. It has a clearance bureau through which the association clears all credits for its members, which makes it easy for any member to know the bill-paying habits of any person inquired about. Through this method the 'dead beat' and the 'slow pay' are eliminated.

"The rules of the association require that every member must report to the Secretary the names and addresses, together with the amounts owing, of persons whose accounts have been closed and the reasons for this action. This information is incorporated in a bulletin and is sent by the Secretary to every member. Thus every person reported forfeits his or her credit standing with all the members of the association."

MUST BE KEPT UP.

TOO often have advertisers ceased the use of the printed word when circumstances have interfered with actual trading. They thus lose the return they have spent years and money in seeking, and must begin anew when they see fit to start afresh. Advertising is a form of publicity which brings large immediate returns when properly used, but which must be kept up to remain of value.

Advertising must not be allowed to rest or lag if it is intended to keep the name of a firm or of a product before the public. Rather a small appropriation spent regularly than a large lump sum thrown into the air in one grand splash.

THE PITTSBURGH EXPOSITION.

THE pottery and glass exposition at the Fort Pitt Hotel, Pittsburgh, will close Saturday. Some of the salesmen left Wednesday and Thursday. A few may possibly remain over for a part of next week. It has been an unqualified success.

This season's affair was looked forward to with more than ordinary interest, as it was felt that it would in a measure prognosticate conditions for the year. The result is that the barometer is set "Fair," with high pressure.

The first week brought a large attendance of department store buyers, and the second many of the large wholesalers. As a rule the purchases of glass were in excess of last year. The potters who had exhibits did a land office business in the hotel, and all the large buyers went to East Liverpool. It is said that there were never so many or such large orders placed in January as were given this year, and that more glass and crockery was sold in the two weeks than in all of the same month last year. There were, of course, a few who were conservative in their buying, taking only what they needed for immediate use, but they were the exceptions.

One very gratifying thing is that there were no reports of price-cutting. If any were foolish enough to do so they kept it very quiet, and those buyers who received concessions, if there were any, were wise enough to keep it to themselves.

Among the buyers were:

Mr. Heinzelman, of Heinzelman Cut Glass Co., Toledo, O.

Mr. Borden, of Borden Cut Glass Co.

J. S. Weir, Liberty Decorating Shop, Buffalo.

Mr. McBride, Robertson's, Ltd., Kingston, Canada.

Leon Moses, Palais Royal, Washington, D. C.

Mr. Broll, of Broll Hotel Supply Co., New York.

C. W. McClure, of McClure Syndicate, Atlanta, Ga.

I. Feldman, L. Bamberger, Newark, N. J.

Mr. Seargent, T. Eaton Co., Toronto, Canada.

Mr. Walls, T. Eaton Co., Winnipeg, Canada.

Messrs. Washburn and Hubbel, Marshall Field & Co., Chicago.

Mr. McIntosh, Ovington Bros. Co., New York.

Mr. Myers, of Mosauer, Myers Co., Dayton, O.

J. H. Miller, Huntington, W. Va.

Joseph Levy, Lewis & Neblett, Cincinnati.

L. F. Gilman, the Boston Store, Milwaukee.

R. A. Cunliffe, J. M. High Co., Atlanta, Ga.

W. Briggs, Sibley, Lindsay & Curr, Rochester, N. Y.

Silas Ichenhauser, Evansville, Ind.

Harper Ransberger, Indianapolis, Ind.

Eddie Burdett, R. H. Macy & Co., New York.

M. Moscovitz, Abraham & Strauss, Brooklyn, N. Y.

Arthur Lit. Philadelphia.

Frank A. Smith, Gilchrist Co., Boston.

E. H. Reel, Columbus, O.

Mr. Behringer, Hess Bros., Allentown, Pa.

Frank Krenning, Krenning-Westerman China Co., St. Louis.

Ross Beckett, Anderson, Newcomb Co., Parkersburg, W. Va.

J. J. Condon, Condon Cut Glass Co., Toledo, O.
 E. W. Hammond, New York.
 George Miller and E. B. Palmer, Omaha (Neb.) Crockery Co.
 Messrs Goodwin and Lowenstein, Memphis (Tenn.) Queensware Co.
 S. L. Soelberg, Sioux City (Ia.) Crockery Co.
 James McClure, D. L. Davis Dry Goods Co., Ash-
 tabula, O.
 Ralph Wheelock, C. E. Wheelock Co., South Bend,
 Ind.
 Harry Wheelock, C. E. Wheelock Co., Peoria, Ill.
 F. H. Pfeiffer, Pfeiffer Crockery Co., Peoria, Ill.
 Samuel Weller, Newton, Weller & Wagner, San An-
 tonio, Texas.
 John McClelland, McClelland Co., Houston, Texas.
 Philip Schaffer, Adams, Meldrum & Anderson, Buf-
 falo.
 Mr. Ellis, Almy, Bigelow & Washburn, Salem, Mass.
 John Hackenberg, Milton, Pa.
 Gus Bub, L. Milner & Co., Toledo, O.
 John J. West, Powers Mercantile Co., Minneapolis.
 Henry Berliner, Gimbel Bros., Milwaukee.
 Andrew Moser, Bry-Block Co., Memphis, Tenn.
 R. A. Calm, Dives, Pomeroy & Stewart, Reading, Pa.
 A. J. Kline, Dives, Pomeroy & Stewart, Harrisburg,
 Pa.
 W. H. Sturtevant, Forbes & Wallace, Springfield,
 Mass.
 L. A. Carter, Snellenberg & Co., Philadelphia.
 John Ling, Mandel Bros., Chicago.
 Thomas Keller, Denholm, McKay Co., Worcester,
 Mass.
 B. A. Twitchell, Callender, McAuslan & Troup Co.,
 Providence, R. I.
 C. R. Hoffman, The New York Store, Indianapolis.
 Mr. Shoup, Regnier-Shoup Mercantile Co., St. Joseph,
 Mo.

A number of these had either already visited East Liverpool and other pottery centres, or would do so after finishing buying here.

General lines of imported dinnerware are shown by E. H. Corey, representing the Mitchell, Woodbury Co., Boston. A number of new decorations, together with established patterns, are on display.

Otto Jaeger, general manager of the Bonita Art Co., Wheeling, W. Va., is in charge of this firm's exhibit, and some remarkable treatments are shown in blown, stem and flat ware. The gold-decorated ware is very attractive, and the tinted band decorations on the stem and blown goods are striking features of the exhibit. Many special items are shown, the decorations of which are exclusive with this concern.

New shapes and decorations in the lighting glass-ware of Gillinder & Sons, Philadelphia, are exploited by J. J. McCarty.

T. W. Hamilton, salesmanager for the Susquehanna Cut Glass Co., is displaying a very long line of light cut glassware. There are over 160 designs, the most popular being the "Dewey" and "Perry," which are shown for the first time. Mr. Hamilton is also

showing an import china line which includes some very attractive patterns; also a line of electric portables from the H. E. Rainaud Co. Two rooms are necessary to accommodate the display.

A new plate etching on blown and stemware by the Economy Tumbler Co. is one of the most novel and attractive seen here this season. Baskets of roses are tilted, as if scattering the flowers. A general line of etched and light cut patterns are shown in extensive variety. The exhibit is in charge of W. E. Hunter and Samuel P. Kenny.

In addition to looking after the Central Cut Glass Co.'s display, W. W. Collins found time to visit other glass exhibits, and turned to be a buyer of blanks himself.

B. F. Pritchard, for many years maintaining headquarters in Pittsburgh as a glass salesman, but now with Kelly & Reasner, of Chicago, shows the general lines of this well-known brokerage concern.

Six new lines of glassware are shown by Percy Pownall, representing the Fostoria Glass Co. The "Laurel" and "Regent" are gold-decorated blown and stemware, while two engraved patterns are known as "Old Jewel" and "Italian." Two double deep plate etchings have been named "Greek" and "French," while the deep plate etched patterns have been named "Persian" and "Modern Vintage." "Plume" and "Arrow" are the names given to two new light cut patterns. In enameled decorations, blues and blacks predominate. An assortment of vanity sets in pink, blue and yellow tints is also shown.

The S. Herbert Cut Glass Co. is represented by E. E. Hamblin and C. L. Wise. The leading feature of this exhibit is a line of coin-gold decorated ware, which has been attracting unusual attention. A full line of mitre and floral cuttings are shown on the cut ware. Many items for special sales purposes are on view.

The general lines of blown and stemware are being shown in the exhibit of Bryce Bros. Co. under the direction of W. H. Duval. Needle etched, light cut and rock crystal effects predominate.

The Co-Operative Flint Glass Co. is making a strong showing of soda fountain glassware in both crystal and opal. A line of aquariums is on display, together with the general crystal goods. The exhibit is in charge of W. A. Reaper.

Gold-encrusted blown and stemware is being shown in a full line by the Westmoreland Specialty Co., the exhibit being in charge of George R. West and R. B.

Reineck. A number of special items in coin-gold and enamel treatments are displayed. A feature of the exhibit is a line of sherbets and plates in assorted colors—pinks, Nile greens, orange and canary. A number of new blanks are shown, such as rolled-edge comports, relish dishes, frappe bowls, fruits and bonbons. Two rooms are occupied by this concern.

R. D. Otto is showing the lines of the Wheeling Decorating Co., consisting of gold-decorated Japanese dinnerware and domestic glass. Several new items are noted in the glass line.

The lighting glassware of the Phoenix Glass Co. is shown in a special exhibit by E. C. Flanagan. In another room the electric portables are displayed attractively by Harry B. Whitney. There are many new designs in standards and new effects in shade decorations. The variety is more extensive than shown a year ago.

Six new dinnerware patterns are being shown on the "Puritan" shape of the West End Pottery Co. by John C. Paul. One feature of the exhibit this season is a full line of double thick hotel ware. This has been developed during the past year.

C. G. Cassel is in charge of the exhibit of A. H. Heisey & Co. A few additions fitting in with the general lines of this concern have been made.

A special feature of the Duncan & Miller Glass Co.'s exhibit, in charge of Joseph C. Rent, is a combination flower-holder, the centrepiece of which is designed for long-stemmed flowers. While shown here only in crystal, it is adaptable for both decorators and cutters. The regular lines of the concern are of course also on display.

Only the general lines of vitreous china hotel ware are displayed by the Mayer China Co., whose exhibit is in charge of A. E. Mayer. While no new decorations are shown, the company makes a specialty of creating individual treatments for buyers.

Edward J. Owen and J. W. Mackey are in charge of the exhibit of the Southern Potteries Co., Erwin, Tenn. In addition to the established patterns in dinnerware, the concern has four new treatments. Special shapes in bowls are displayed, and a variety of decorations are used.

The lines of the Indiana Glass Co. are shown by George W. Haskell, Frank W. Merry and H. L. Kelly, of the Chicago office. Both plain and decorated glassware are on display, together with a variety of specialties.

On the "Wenona" dinner shape the Steubenville Pottery Co. is showing some fine new decorations, mostly

border effects. The display is in charge of President Harry D. Wintringer and W. E. Partridge.

Quite a variety of decorations are shown on the plain and fancy dinner shapes of the Potters' Co-Operative Co., in charge of Henry P. Knoblock and William Owen. The company also has quite a long line of salads and jugs in a great variety of special treatments.

The largest line of salad bowls ever shown in the Ft. Pitt Hotel is contained in the display of the D. E. McNicol Pottery Co. of Clarksburg, W. Va., in charge of Jack Patterson. Over fifty different decorations are on view. In addition there is a great variety of berry and cake sets. Some new treatments are also shown on dinnerware.

The only new dinnerware shape shown at the Ft. Pitt this season is the "La Rosa" of the National China Co. It is to be had in forty assorted treatments. The "Superior" dinner shape is shown in forty-seven different decorations. E. E. Wilgus is in charge.

L. P. Martin is in charge of the Lancaster Glass Co. exhibit. A few special items have been added to the table glassware, but no new line is shown. Lamps are shown in a number of new treatments; also vases. A light cut line is being featured.

Three new decorations are being shown on the plain dinnerware shape of the Crooksville China Co., the display being in charge of Harry J. Bennett. The most prominent of these treatments is a pink rose border with a brown background. The established patterns of last year are also on view.

While the Cambridge Glass Co. has not as large an exhibit as formerly, the best creations of the factory are being shown by W. C. McCartney, assisted by L. S. Crain. A general line of tableware, light cut, needle and plate etched goods are on display, and a special feature is being made of salts and peppers. Soda fountain requisites are also shown in great variety.

Howard Jenkins and A. M. Drumm, who are in charge of the exhibit of the D. C. Jenkins Glass Co.'s lines of jars, aquariums, jugs, lantern globes, oils, sherbets, molasses cans, vinegars, etc., say that business with them has been exceptionally good.

Glass cooking ware is a feature in the display of the McKee Glass Co., in charge of J. E. McLaughlin. Other lines in great variety are stationers' specialties, cut glass, pressed tableware and one of the longest lines of soda fountain glassware ever shown here. Ice creams, flower baskets, vases, fruit bowls and fruit juice containers are prominently displayed. The exhibit is ar-

ranged in a very attractive manner and is one of the largest here.

The H. Northwood Co.'s display is in charge of C. G. Dela Croix, of the New York office. The exhibit is very attractively arranged.

James P. Gordon, in charge of the exhibit of the Jones, McDuffee & Stratton Co., is showing a number of exclusively-controlled new treatments in imported dinnerware. Goods for immediate shipment are featured. As usual, Mr. Gordon has a supply of large red apples available to all visitors.

W. J. McKenna is showing the lines of the McKenna Bros. Sales Corporation and the Camden City Cut Glass Co. The goods are proving popular with buyers, the exclusively-controlled items meeting with very active sales.

While its exhibit is not quite as extensive as in former years, the Brush-McCoy Pottery Co. has its usual display of jardineres, pedestals and special novelty items in art pottery, in charge of F. H. Vaughn. A number of utility articles are also on view.

Harry Snellbach, general manager of the Jefferson Glass Co., Follansbee, W. Va., spent several days at the glass exhibit last week.

Hugh Hamil, of the D. E. McNicol Pottery Co., East Liverpool, O., spent the early part of the week at the Ft. Pitt exhibit.

E. V. Weiss, Eastern salesman for the Saxon China Co., Sebring, O., has been at the Ft. Pitt meeting visiting trade.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of October, 1918, compared with the same month in the preceding year, were as follows:

| | 1917 | 1918 |
|-------------------------------|-----------|-----------|
| China, not decorated..... | \$ 14,653 | \$ 24,081 |
| decorated..... | 316,277 | 333,087 |
| From France..... | 35,119 | 11,221 |
| Germany..... | ..... | 69,012 |
| United Kingdom..... | 39,318 | 41,297 |
| Japan..... | 223,353 | 204,639 |
| Other countries..... | 18,487 | 6,918 |
| Earthenware, not decorated... | 399,474 | 24,384 |
| decorated..... | 159,246 | 205,612 |
| All other..... | 17,421 | 86,173 |
| Total..... | 1,223,348 | 1,006,424 |

FOR TEN MONTHS ENDING OCTOBER.

| | 1916 | 1917 | 1918 |
|-----------------------|------------|------------|------------|
| China, not dec..... | \$ 250,935 | \$ 125,637 | \$ 179,147 |
| decorated..... | 2,692,008 | 2,788,869 | 2,874,484 |
| France..... | 778,567 | 526,244 | 506,507 |
| Germany..... | 239,421 | 529,148 | 69,012 |
| United Kingdom... | 432,546 | 1,073,913 | 388,225 |
| Japan..... | 1,073,913 | 162,710 | 1,822,173 |
| Other countries... | 167,561 | ..... | 88,567 |
| Earthenware, not dec. | 283,338 | 478,214 | 391,225 |
| dec.... | 1,386,901 | 1,679,532 | 1,946,756 |
| All other..... | 230,775 | 220,305 | 348,625 |
| Total..... | 7,535,965 | 8,081,426 | 8,614,751 |

DOLLS AND TOYS.

| | 1917 | 1918 |
|-------------------------------|-----------|----------|
| Dolls and parts of dolls..... | \$ 38,700 | \$ 8,838 |
| All other toys..... | 157,060 | 60,922 |
| Total..... | 195,760 | 69,760 |

FOR TEN MONTHS ENDING OCTOBER.

| | 1916 | 1917 | 1918 |
|----------------|-----------|------------|-----------|
| Dolls & parts. | 82,901 | \$ 205,555 | \$360,434 |
| All other toys | 1,155,915 | 1,223,478 | 832,603 |
| Total..... | 1,238,816 | 1,429,033 | 1,193,037 |

GLASSWARE.

| OCTOBER | | FOR TEN MONTHS E'D'G OCTOBER | | |
|----------|----------|------------------------------|-----------|-----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$45,869 | \$27,811 | \$420,876 | \$428,799 | \$413,988 |

CHINA CLAY.

| OCTOBER | | FOR TEN MONTHS E'D'G OCTOBER | | |
|-----------|----------|------------------------------|-------------|-----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$103,622 | \$50,228 | \$1,259,695 | \$1,215,850 | \$931,071 |

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

| OCTOBER | | FOR TEN MONTHS E'D'G OCTOBER | | |
|---------|------|------------------------------|----------|------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$1,126 | .... | \$10,849 | \$25,957 | .... |

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

| OCTOBER | | FOR TEN MONTHS E'D'G OCTOBER | | |
|---------|-------|------------------------------|----------|----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$970 | \$988 | \$220,517 | \$33,569 | \$17,976 |

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Pottery manufacturers who had bought new dinnerware treatments before the War Industries Board placed the ban on new items have started to present these designs. They are not numerous, however. Where manufacturers formerly displayed a dozen or more new patterns in January, in many instances less than six are listed this year. In some sample rooms no new patterns are displayed, although the lines have been brightened somewhat. Buyers are seemingly content to continue with established lines, and this is quite satisfactory to the manufacturers.

* *

The many friends of Thomas A. Copperstone, salesman for the Vodrey Pottery Co., learned with regret of his illness at his home in Ft. Wayne, Ind., and his consequent inability to open at the Pittsburgh exposition. Late word from him is to the effect that his condition is improving, and that he will be able to be about again within a few weeks.

* *

Buyers visiting in the pottery district during the past fortnight soon learned that the market was firm to a degree. Some of them held the opinion that declines here and there would be noted, but once they were here and surveyed conditions from all angles it was quickly seen that selling prices were like a rock.

* *

Cooperage concerns have advised pottery manufacturers that heading lumber has been advanced in car lots from \$28 to \$33 per thousand feet. This is an increase of \$5 per thousand.

* *

Joseph P. Curry, salesman for the West End Pottery Co., who has been confined to his home in Jeanette, Pa., with a severe attack of influenza, is improving nicely.

* *

Within a few weeks the D. E. McNicol Pottery Co. will have illustrations of its 1919 line of souvenir calendar plaques ready for the trade. The company was

unable to make progress with this line until after the signing of the armistice. Some very attractive designs will be shown.

* *

Some buyers say they have fair stocks of pottery on hand, with the exception of teas. But this is an old story.

* *

W. G. Jackson, Western salesman for the Taylor, Smith & Taylor Pottery Co., spent the latter part of last week at the Pittsburgh pottery and glass exposition.

* *

Charles H. Coburn, formerly purchasing agent for the Knowles, Taylor & Knowles Pottery Co., and more recently with the George H. Bowman Co., Cleveland, has been transferred to Salem, O., by the latter firm, where he will assume the management of the Bowman cut glass factory at that place.

* *

Clarence H. Bauman, for some years salesmanager for the Globe Pottery Co. here, and more recently Chicago representative of the Limoges China Co., has left the trade to take a position with the selling organization of Swift & Co., Chicago.

*

Five new treatments are being shown on the dinnerware of the Homer Laughlin China Co. this season. The general line of this concern has been brightened, and the large display rooms have been visited by about every buyer who has been in the district this season.

* * *

Only one new shape in dinnerware is being shown in the Western district this season, and that by the National China Co., of Salineville. It has been named the "La Rosa," and is a plain effect. It was the intent of the company to place it on the market early last fall, but the edict of the War Trade Board prevented it.

* *

The regular monthly meeting of the Potters' Club was held in the Ft. Pitt Hotel, Pittsburgh, last Wednesday.

day, and was presided over by President Harry D. Wintringer, of the Steubenville Pottery Co. Very little business was transacted, the affair being in the main a social gathering, and a number of those visiting the market were entertained.

* *

The Colonial Pottery Co. announces the appointment of Julius Palme, of New York, as its Eastern representative. The full line will be displayed in the metropolis.

* *

A number of local manufacturers and plant superintendents will attend the annual meeting of the American Ceramic Society in the Ft. Pitt Hotel, Pittsburgh, early in February.

* *

Molds are now being made at the new plant of the Bedford (O.) China Co., and it is expected that the making of ware will start within the next six weeks.

Only a few new dinnerware patters are being shown by the Knowles, Taylor & Knowles Co. this season. The established patterns are displayed in a very attractive manner.

* *

Clifford A. Bough, package manufacturer, and his family, and Homer J. Taylor, president of the Knowles, Taylor & Knowles Pottery Co., and family, have left for Miami, Fla., to remain indefinitely. O. H. Sebring, president of the French China Co., Sebring, O., and family have also gone to Miami.

* *

Several new dinnerware patterns have been added to the lines of the E. M. Knowles China Co., and these are now being displayed at the factory sample rooms, in charge of George Fowler. The company is not exhibiting at the Pittsburgh exposition this season.

At the annual meetings of local banks the following manufacturing potters were named as members of boards of directors:

First National Bank—C. R. Boyce, Harker Pottery Co.; Thomas H. Fisher, National China Co.; B. C. Simms and George C. Thompson, Thompson Pottery Co.

Citizens' National Bank—John Vodrey, Vodrey Pottery Co.; Con Cronin, Standard Pottery Co.; C. C. Ashbaugh, West End Pottery Co.; J. M. Manor, Golding & Sons Co.

Dollar Savings Bank—Monroe Patterson, Wells-ville China Co.; H. N. Harker, Harker Pottery Co.; B. M. Louthan, Louthan Supply Co.

Potters' National Bank—W. W. Harker, Harker Pottery Co.; W. E. Wells, Homer Laughlin China Co.; Edwin M. Knowles, E. M. Knowles China Co.; Robert T. Hall, Hall China Co.; Homer J. Taylor, Knowles, Taylor & Knowles Co.

B. C. Simms, of the Thompson Pottery Co., was elected president of the First National Bank, and John W. Vodrey, of the Vodrey Pottery Co., president of the Citizens' National.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 23, 1919.

LIVERPOOL

Str. Lapland, Jan. 20.

| | |
|------------------------------|---------------------|
| 20 packages earthenware..... | A J Fondeville & Co |
| 46 " " | Maddock & Miller |
| 9 " " | Lazarus & Rosenfeld |
| 5 " " | Alpers & Mott |
| 34 " " | Meakin & Ridgway |
| 30 " " | E & J Burke |
| 12 " " | H C Edmiston |
| 10 " " | E Boote |
| 11 " " | T S Todd & Co |
| 9 " " | Burley & Tyrrell Co |
| 3 " " | W H Plummer & Co |
| 7 " " | Guaranty Trust Co |
| 22 " " | L A Consmiller |
| 5 " " | J Davison |
| 5 " chinaware..... | Meakin & Ridgway |
| 4 " " | J Davison |
| 57 " " | W S Pitcairn |

GENOA

Str. Absalon, Jan. 21.

| | |
|---------------------------|-----------------------------------|
| 2 packages earthenware... | Sutherland International Dispatch |
| 11 " " | Saiti |
| 5 " " | Southern Pacific Co |
| 7 " majolica ware..... | Ovington Bros & Co |

ANDREW SNOW PASSES AWAY.

AT Charlesgate Hospital, in Cambridge, Mass., Andrew Snow died January 10 from pneumonia following an operation he underwent a few days previously. He was in his sixty-first year.

Mr. Snow was for forty years connected with the Mt. Washington Glass Works and the Pairpoint Corporation. He was a fine type of citizen, a man of integrity and character, and numbered among his business and social associates many warm friends.

He lived the greater part of his life in New Bedford, Mass., and called that city his home during the fifteen years that he was in New York as manager for the Pairpoint Corporation.

Mr. Snow went to work in the Mt. Washington Glass Works as a boy of fifteen. He finally became treasurer of that company at the time it was consolidated with the Pairpoint Corporation in 1894. He continued in the employ of the corporation until 1913, when he retired, after having completed a business connection extending over a period of forty years. At the time of his retirement he was made a director, and was such at the time of his death.

About a year ago Thomas A. Tripp, manager of the corporation, was taken ill, and Mr. Snow again became associated with the concern as assistant manager, remaining in this connection until the recovery of Mr. Tripp.

The father of Mr. Snow was a master mariner, and the son inherited a great love for things of the sea. He was for many years a collector of log books of whaling vessels, and his collection is doubtless the finest in the world to-day. He had also gathered other material, and his collection of relics of the great age of whaling is very valuable. His summer home at Buzzard's Bay, which he had appropriately dubbed "The Barnacle," a description of which, with illustrations, appeared in one of our holiday numbers some years ago, was a veritable museum.

WESTERN SALESMEN DINE AND DANCE.

THE annual dinner-dance of the Western Pottery and Glass Salesmen's Association took place in the Fort Pitt Hotel, Pittsburgh, on Monday, January 20. Socially it was a great success, even though many of the unattached men expected failed to attend.

About seven o'clock the members and their wives, daughters and sweethearts began to gather in the lobby of the hotel, and a little before eight the jazz band struck up a spirited march, to the strains of which the company filed into the English Room.

The tables, appointed for groups of from six to twenty, were arranged around the room, leaving a clear space for dancing. There was no formal opening, and almost immediately half a dozen couples were whirling about the floor.

The following were present:

| | |
|--------------------------|-------------------------|
| Mr & Mrs John Harris | F T Renshaw |
| Mr & Mrs Watson W Lang | C B Keshler |
| C Nick Muessig | O E Spaeth |
| Miss Josephine C Muessig | Mr & Mrs Jack Patterson |
| Miss Katharine M Muessig | Mr & Mrs J C Deens |
| Mr & Mrs R G West | H A Hamil |
| Mr & Mrs N Kopp | Miss Cathry Riley |
| Mr & Mrs T A Neely | Mr & Mrs H H Ebberts |
| J J Hines | S B Weller |
| Mr & Mrs W F McNaugh | H B Whitney |
| Mr & Mrs H A Ross | R B Reineck |
| Mr & Mrs C W Rent | D F Jackson |
| Otto Jaeger | H P Hunt |
| Joseph C Rent | Geo D Herron |
| W J Owen | Mr & Mrs F A Lang |
| S L Soelberg | J G Kaufmann |
| H T Knoblock | Miss Zula A Flocker |
| J W Irwin | Miss Sarah Watkins |
| John McClellan | Miss Mary Cromwell |
| M G Bryce | Miss Blanche Bleming |
| Mr & Mrs Ernest Nickel | H T Kneeland |
| Mr & Mrs Reuben Haley | E Callter |
| Mr & Mrs Geo Dougherty | Mr & Mrs J M McClure |
| Mr & Mrs H H Phillips | L M Dorris |
| Mr & Mrs O E Brown | Mr & Mrs T F Emminger |

| | |
|------------------------|----------------------|
| Mr & Mrs Arthur E Gray | Mr & Mrs Geo R West |
| M A Van Nostrand | Mr & Mrs C R C Brown |
| Henry Bigart | Chas H West |
| Mr & Mrs A Binswanger | Miss Christine Walsh |
| Thomas W Hamilton | Geo L West |
| Sam Neuwirth | Miss Eleanor O'Neil |
| Arthur L Blackmer | Mr & Mrs Geo Hoeuler |
| Mr & Mrs Harry Kelley | Miss Janet Mabon |
| Mr & Mrs M A Smith | Myric C Bryce |
| Chas Potter | Mr & Mrs Ward |
| Alex Fraser | Mr & Mrs H Ghysels |
| Silas Ichenhauser | A H McAnulty |
| Morton Ichenhauser | F J Kiehl |
| Howard C Jenkins | W C Lynch |
| Mr & Mrs T F Harnock | Mr Jaques |

The menu was simple, but substantial:

| | | |
|---|-------------|--------|
| Olives | Celery Soup | Celery |
| Filet of Beef, Green Peas, Brown Potatoes | | |
| Lettuce Salad, French Dressing | | |
| Ice Cream | Cake | |
| Demi-Tasse | Cigars | |

A little after nine President Muessig rapped for order and welcomed the company. There would be no long speeches, he said, but he would call on Watson W. Lang to read the annual report, after which he hoped they would enjoy themselves by dancing to their hearts' content.

The report showed that the Association was in a better condition than a year ago. A war fund had been created to care for the members overseas, but only eleven had been called, and none of these had been killed or wounded. There had been three deaths at home: Carl Northwood, Albert C. Boggs, and W. W. Magee. During the year thirty-three names had been added to the membership. There were twelve whose dues remained unpaid, but Mr. Lang said he hoped and expected they would all settle up before February 1 and be reinstated. He asked for further co-operation by the members, saying that the Board of Directors had worked hard all the year and the president had added the major part of the new members.

The Treasurer's report showed that with the balance left over from last year the total receipts were \$2,708, disbursements \$1,217, leaving a balance in the treasury of \$1,491—\$300 more than it was a year ago. Besides this was the war fund of \$180, which would remain intact until the soldiers were all home, when it would be added to the general fund.

Dancing was resumed, and kept up till midnight.

The band was certainly "great." One could not help dancing to its rhythm.

The costumes of the ladies were elaborate, and the scene was decidedly festive.

A bowl of punch was well patronized between dances.

Altogether the affair was excellently managed, and the dancing members particularly were well pleased with the result.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JAN. 23, 1919.

FACTORS IN FOREIGN TRADE.

FOREIGN trade is now attracting the attention of a great number of china and glassware manufacturers. Some have already done considerable business with South American countries while the European markets were practically cut off as a source of supply during the war.

The great obstacle to foreign trade has always been the question of credits when dealing direct with a customer. It has been almost impossible for the average manufacturer to gather sufficient information regarding the credit standing of would-be purchasers, and consequently he has been compelled in most instances to demand cash in advance or approved bank credit. And yet every exporter knows that the percentage of bad debts is less than in domestic trade. Failures are extremely rare, and there are in Central and South America thousands of merchants whose capital, business standing and reputation for promptly meeting their obligations entitle them to all the credit they are likely to ask for. And it is said that they get it without the slightest difficulty from European manufacturers.

These are the people to whom manufacturers must sell direct if they expect to establish a sound and permanent export business. A feeling of mutual confidence must be built up, or success cannot be hoped for. It is this class which must be made our allies in keeping our goods before the public in a favorable light.

Experience should have taught the manufacturers making a bid for export trade that one of their greatest

mistakes has been the failure to understand the psychology of their South American customers. All who have attained success in doing business in these countries know this to be of first consideration.

PERSONAL.

AN ever-welcome visitor among the trade here is Joe Levy, buyer for Lewis & Neblett, Cincinnati. His popularity is not due to the business he brings, either; but is based entirely on his personality, which is of the type that makes friends everywhere. Mr. Levy, who arrived on Monday, will be at the Holland House for a week or ten days while looking around the market.



Frederick Skelton left on Sunday to take a "look in" on the exhibit at Pittsburgh on his way to make the rounds of the factories he represents in New York.



Lieut. William Wagner expects to be released from the service next week, when he will resume his duties with E. W. Hammond as salesman.



Ensign Ralph Haley, son of the vice-president of the United States Glass Co., and previous to entering the navy a member of the concern's traveling force, dropped in for a chat with Ed. Craig, manager of the New York office, while here over the week-end securing his discharge from service. He left for his home in Pittsburgh on Monday.



After making the rounds of the potteries he represents here, H. Benedikt returned to New York on Sunday.



A. D. Wilhelm, who has a successful record as buyer for a number of well-known concerns, his last connection being with the W. Taylor & Son Co., Cleveland, assumed the management of the W. Hengerer Co's china and glassware departments January 1, taking the place of George L. Hooley, who, as previously noted, resigned to go with the B. Nugent & Bro. Dry Goods Co., St. Louis, Mo.



James Shaw, of the Shaw Pottery Co., Trenton, N. J., was a welcome caller at some of the salesrooms on Tuesday. Members of the trade are always glad to shake his hand.



Among the Associated Dry Goods Corporations buyers who arrived in town this week to place orders

for their respective concerns are W. B. Stanton, for Stewart & Co., Baltimore; J. G. McCarthy, for Stewart & Co., Louisville, Ky.; A. D. Wilhelm, for the W. Hengerer Co., Buffalo; Robert E. Evans, for J. N. Adam & Co., Buffalo.



James McIntosh, buyer for Ovington Bros. returned on Monday from a several days' stay at the Pittsburgh exposition. He is an exception among the buyers in that he does not anticipate any early reduction of prices in china or glassware, and hence was not disappointed when he found the manufacturers at the show firm on quotations.



Albert Weber, of Herman C. Kupper's traveling staff, returned to business on Monday after suffering from a severe attack of influenza.



H. C. Bedlington, formerly buyer for the Calgary store of the Hudson Bay Co., who recently resigned from the concern to take the Canadian representation of the Taiyo Trading Co. (successors to Takito, Ogawa & Co. and the Tajimi Co.) will leave the concern's headquarters here on Saturday for Toronto, where he will establish a branch salesroom.



F. J. Challinor and H. L. Bunker, of the United States Glass Co.'s local sales staff, returned on Monday from a week's visit to Pittsburgh.



Henry Scott, salesmanager for the Wellington Glass Co., Cumberland, Md., left for the factory on Sunday after spending two weeks in the city calling on the trade with Fred Hess, of the Horace C. Gray Co.'s sales staff.



James S. McBride, of Robertson's, Ltd., Kingston, Ont., and H. P. Hayward, of the W. H. Hayward Co., St. Johns, N. B., are in the market this week placing orders for china and glassware.



C. J. Hubbell and Mr. Washburn, of Marshall Field & Co.'s buying staff, arrived in New York on Monday, together with Miss Brown, who buys containers for candy. They will be joined the latter part of the week by C. B. Nash.



Chas. Hall, Inc., Springfield, Mass., has taken the three rooms in the Fifth Avenue Building recently vacated by Henry Creange, and is now moving into them. He has acquired the line of the Haeger Potteries, and will show it in connection with his gift shop wares. Roland W. Stebbins has been released from the service

and will come to this city to assist Frank Wadsworth Jenkins, who is the accredited New York representative.



J. C. Young, of Young & Russell, lamp manufacturers, Philadelphia, was in town Wednesday.



H. B. Thistle, Jr., with Cox & Lafferty, has the sympathy of a wide circle of friends in the trade in the death of his father, which occurred last week.



P. S. Farmer, resident buyer, will remove to larger quarters on the twentieth floor of 212 Fifth avenue.

WARTIME ECONOMIES TO BE CONTINUED.

THAT the changes suggested by the Government to the merchants of the country looking toward economy in the conduct of business during the war have been generally satisfactory, and will be continued, is the opinion expressed by heads of large department stores in the city, when asked by a representative of the "Times." Great satisfaction was expressed with regard to the curtailment of the time allowed for exchanges to be made, which it said would work for the benefit of both merchant and customer, tending to reduce expenses for the merchant and to lower prices for the customer. Less unanimity was shown as to the economic value of one delivery a day, but it was agreed that the rule was being adhered to as closely as possible.

H. A. Saks, of Saks & Co., said that the suggestions for the reduction of service during the war had proved beneficial, made for economy, and would be continued, if agreeable to the public.

"None of the suggestions of the Government could have been carried out without the co-operation of the people," said Mr. Saks. "They agreed during the war from feelings of patriotism and they may continue now for economic reasons. There is no doubt that prices were kept down during the war by the reduction of service, though the public did not think so. Take the matter of exchanges, which had been greatly abused, and for which the merchant was largely to blame. A customer would have a dozen or more articles sent home, keep them several weeks, and return all but two. The merchant finds that he must enlarge his margin of profit to carry on business in that way. Competition regulates prices, and the merchant sells as low as he can with the service he gives; but you cannot get anything for nothing, and all kinds of service cost money. It is for the people to decide if they wish to save money in that way. There is some service that is worth paying for. We could run things on a more economical scale

if we did not keep a clean shop and had a less intelligent class of salespeople, but the customer would not like either. We can lessen the number of deliveries if the people consider it worth while—if, for instance, they are willing to wait for a delivery until three o'clock instead of getting it at eleven. With many people it can be done because it will make very little difference. People think prices are very high now. They might be higher."

"We have carried out the Government suggestion of limiting exchanges to three days, and believe most other houses have done the same," said the head of a department store in the Thirty-fourth street district. We are still doing it, but there has been no discussion as to whether it will be continued. We are continuing the one delivery a day; but we were always in doubt as to whether there was any saving in that. If there are too many packages for a certain number of wagons more must be used. For the outlying districts—New Jersey, Brooklyn, and the upper part of Manhattan—one delivery has always been the custom. It is only below, say, 110th street that the deliveries were more frequent."

"Customers have been reasonable about accepting the three-day exchange rule," said another man. "They know the store always means to treat them fairly. If there is illness or any special reason why the exchange cannot be made on time, it is easy to make an exception in that case, and the people would not ask it if it was not necessary. I believe ninety-five per cent of the people are honest. It is a very good thing not to have the exchanges delayed. Certain things never should be sent out on approval, and with many things, the time for exchange being unlimited, the season for the goods may be half gone if they are kept out two or three weeks."

"We can always do anything that is honestly put to us," was said at Arnold, Constable & Co.'s. "Our customers were ready and willing to meet the demands of the Government. It will probably work a permanent reformation in the exchanges, and our customers are pleased. It was only through carelessness that exchanges were delayed. People do not care to have the things lying around. We have lived very well up to the three-day rule and are still adhering to it. Of course the interpretation is that the goods remain only three days in the customer's possession. It would not work otherwise when it comes to sending goods to Boston, Chicago, or across the river. We also adhere to one delivery a day. There were only a few of our customers who made objections to any of the changes."

"We think the demands of the Government were reasonable; we do not wish to go back to the old conditions and we don't think our customers do," was said at another big Fifth avenue shop. "There isn't anyone who wishes to change, is there? I think, perhaps, we cheated a little about one delivery a day during the

holidays, and we may occasionally make exceptions at other times. Whatever is done will be all right. If our customers do not expect more than one delivery they will be quite satisfied. We believe that all those sound economic rulings should be adhered to."

SAYS CONTRARY' IS THE CASE.

CHICAGO, Jan. 18.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: I recently received from one of our Gideons a clipping taken from your paper with the caption "Never a Dog-Eared One," in which the statement is made that although there were 350,000 Gideon Bibles in American hotels the observation of the writer was that if you wanted a Bible to last 9,000 years and then be in a state of perfect preservation it is only necessary to put it in a hotel room occupied by the casual sojourner, inferring that our Gideon Bibles are never read.

I am sure he had no thought of misrepresenting the situation, and therefore take pleasure in advising you that the contrary condition exists. Our Bibles are worn until some of them became "dog-eared," and our Bibles are read, as shown by innumerable letters that good is being done. I inclose one of our pamphlets giving a very few of the many testimonies supporting this statement. Jews and Gentiles, Protestants and Catholics, all classes are reading our Bibles and deriving benefit therefrom, and we have been greatly encouraged by this evidence of God's blessing upon our work.

Yours very truly,

J. W. WEAKLEY.

Assistant National Secretary.

OBITUARY.

THE trade was shocked last week to learn of the death, on January 17, of Mrs. E. J. Owen, wife of the president of the Southern Potteries Co., Erwin, Tenn. She had accompanied Mr. Owen to Pittsburgh for the exposition, and on Monday was stricken with influenza. She grew worse, and on Friday was removed to the hospital, but died an hour and a half after her arrival there. The sad event cast a gloom over the exposition, as she was well known and liked by all the salesmen. She was a very estimable woman who had made many friends, and her loss will be keenly felt. Everybody will sympathize with Mr. Owen.

Mrs. F. P. Judge, wife of the secretary of the National China Co., Salineville, O., died suddenly in Cleveland on Monday, the 20th, of pneumonia, after an illness of only two days. She had been in Pittsburgh on Friday, leaving to visit Cleveland and intending to return to Pittsburgh to attend the dinner-dance of the Salesmen's Association. It was a shock to all the salesmen at the Fort Pitt Hotel when they heard of her death, as she had made herself very popular. A fine floral piece was subscribed for by about fifty of the salesmen and sent to Cleveland for the funeral.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Visiting buyers have learned to their complete satisfaction that selling lists are being well maintained.

Manufacturers and salesmen are well fortified with data to prove that a decline in the market is impossible at this time, as has been held right along in these columns, and as soon as buyers realize this they make up their orders and place business at prevailing prices. The general demand for staples has been good.

Very few bar goods are being ordered nowadays, and manufacturers are diverting their attention to other items to take their place, with the result that new avenues of business are being developed.

The Hazel-Atlas Glass Co., Wheeling, W. Va., paid a cash dividend of two per cent last Monday. This stock is now quoted at 175.

E. H. Reel, the well-known pottery and glass salesman of Columbus, O., was here the early part of the week, coming to Pittsburgh from East Liverpool, where he spent some time at the Taylor, Smith & Taylor Co.'s offices.

Among the glass manufacturers attending the annual meeting of the West Virginia Manufacturers' Association at Huntington, W. Va., last week were Robert A. Boyd and W. A. B. Dalzell, of the Fostoria Glass Co., Moundsville, and C. H. Blumenauer, of the Jefferson Glass Co., Follansbee. It was ordered at this meeting that 3,000 copies of an address delivered before the convention by W. E. Wells, of the Homer Laughlin China Co., Newell, W. Va., on present phases of the West Virginia debt case be printed and distributed.

Announcement was made here a few days ago that J. H. Harkness, formerly in charge of the toy department of Sibley, Lindsey & Curr, Rochester, N. Y., has taken the management of a similar department to be

established by Kinney & Levan, Cleveland. Harry Ashmead will represent the line on the road. The elimination of its toy department is contemplated by the Rochester concern.

Mr. Broll, formerly glass and pottery buyer for the Charles Williams stores, New York, has severed his connection with that organization to enter the hotel supply business. He spent several days here arranging for his lines.

D. L. Anderson, formerly with Rosenblatt & Co., Baltimore, Md., has formed the United States Sales Co. of that city. He was in the market last week making connections for pottery and glass.

Some queer stories are told by glass manufacturers and salesmen of factory troubles encountered during the past year. For several weeks one factory could operate but one shop on account of its employees leaving to take other employment at higher wages. At others such inroads on the organization were made by the draft that at times it was difficult to operate at all.

Chester DuBois, who travels New York State for the Lancaster Glass Co., has been spending a fortnight at the Ft. Pitt Hotel.

Major G. S. Bryce, of Bryce Bros. Co., Mt. Pleasant, Pa., who recently returned from overseas service, has been spending some time at the Ft. Pitt mingling with old friends.

Mail business with glass manufacturers is reported active and steady. While many buyers are anticipating two and three months ahead, the majority want merchandise for immediate use.

P. H. Cullis, who has been in charge of the Eastern office of Meyercord & Co., Chicago, with headquarters in East Liverpool, when at the glass show a few days ago announced that he would remove his office to New York City at an early date. He had in-

tended making his headquarters here, but plans have been revised.

Swaney Hall, salesman for the L. E. Smith Glass Co., who has been stationed at a Southern camp since early last summer, wires the home office this week that he expects to be mustered out of the service within the next ten days.

Gus Bub, formerly buyer of pottery, china, glass and lamps for the B. Nugent & Bro. Dry Goods Co., St. Louis, is now occupying a similar position with the W. L. Milner Co., Toledo, O., and made his usual trip to the market this week in the interest of his new connection.

AT CHICAGO.

MORE than the usual number of out-of-town visitors are in the city, and they are placing good orders. The convention of the Northern Jobbers' Association at the Palmer House and the January Furniture Exposition have brought a large number of buyers of pottery, glassware, housefurnishings and lamps into the city, and they have placed liberal orders with the factory representatives.

There is not so much talk about prices, as it is now taken for granted that there will be no serious decline for some time to come. The trade has come to understand that the present figures are based to a large extent on costs.

The State Street department stores last week advanced certain lines of imported dinnerware on the strength of news received from abroad that the English and French potteries will not be able to make a strong showing in this market much before the middle of next summer. This announcement came as something of a surprise, for the trade had been led to believe that the foreign manufacturers would soon have the market flooded with pottery, and that as a result a decline in prices might be expected.

Walter B. Andrews, representative of the Duncan & Miller Glass Co., has the sympathy of the trade in the death of his father, which occurred this week.

Among the visiting during the week were Mrs. M. W. Germond, Harvey, Ill.; H. E. Swanstrom, for the Columbia Coffee and Tea Co., De Kalb, Ill.; Leo Arnstein, for Ed. Schuster & Co., Milwaukee; Andrew Moser, for the Bry-Block Co, Memphis, Tenn.; Geo. W. Gunderson, for Simon Bros., Council Bluffs, Ia.; Chas. Becker, of Becker-Hazelton Co., Dubuque, Ia.

All the exhibitors of crockery, glass and house-

furnishings at the convention of the Northern Jobbers' Association reported the jobbers in a good buying mood, especially on dinnerware lines.

The attendance at the annual winter exposition of the furniture trade, in progress this month, is improving as the period draws to a close. To date almost 2,000 dealers have visited it, and many good orders have been placed with the crockery and glass firms of the city.

An arrangement has just been completed whereby the line of the Victor Brisbois Cut Glass Co., of New York, will be displayed here by Dave Saunders. Its immediate supervision will be undertaken by his son, Elmer M., who was recently mustered out of the service. This will in no manner conflict with the lines Mr. Saunders now carries in stock.

Earl W. Newton has effected a complete rearrangement of the samples in his display room in the Heyworth Building.

Miss Julia Mann, buyer of glassware for Marshall Field & Co., has returned to the city after visiting some of the Eastern factories.

Frank Gragg, factory agent, is at his office again after a few days' absence owing to illness.

John Ling's force of girls in the china and glassware department on the sixth floor of Mandel Bros. have been busy for the past two weeks rearranging the goods.

Charles Brooks, buyer for the china and glassware department of the John M. Smyth Co., has plans for building up and increasing the scope of the department during 1919.

At the regular annual stockholders' meeting of the J. H. Stouffer Co., January 18, the following were elected as the the board of directors: Charles P. Stouffer, J. Kiefus, M. D. Stouffer. Subsequently the directors elected Charles P. Stouffer president, M. D. Stouffer vice-president, and J. Kiefus secretary and treasurer.

DON'T IGNORE THE SMALL BUYER.

ONE of the most frequent mistakes made in many lines of business is that large accounts are given more encouragement than the smaller ones, and the expression is often heard: "We don't care to sell them. Their account is too small." When a remark of this is made the one who makes it never stops to consider that these same small accounts may in time grow into large ones.

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS. THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- O J Dietsche and C W Benzow, t, W Hengerer Co, Buffalo. 2 West 37th.
- J S Botts, t, c, l, G A Ducker Co, Joliet, Ill. Grand.
- E W Neyhardt, hf, c, Miller, Rhoads & Swartz, Norfolk, Va. 6 West 32d.
- J G Houston, c, Marshall Field & Co, Chicago. 1107 Broadway.
- A P Thorne, t, Carson, Pirie, Scott & Co, Chicago. 404 Fourth ave.
- H Rothschild, t, R W K Co, Chicago. 31 Union sq.
- F L Warren, hf, Wise, Smith & Co, Hartford, Conn. 105 Grand.
- E M Heflin, hf, J F Stampfer Co, Dubuque, Ia. 141 Madison ave.
- A A Breton, hf, Shartenberg & Robinson, New Haven, Conn. 404 Fourth ave.
- C A Walter, t, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
- F P Walsh, hf, c, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
- R E Tilles, t, B Nugent Bros D G Co, St Louis, Mo. 470 Fourth ave.
- R J Cunliffe, s, c, t, J M High Co, Atlanta, Ga. 1150 Broadway.
- W H Brown, hf, Brown & Co, Harrisburg, Pa. Imperial.
- Miss R B Carey, Mandel Bros, Chicago. 13 East 22d.
- L F Rosenberg, l, Metal Products Corp, Providence, R I. Breslin.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

WANTED—By a man of years' experience and character in the glass manufacturing business, particularly rich and light cuttings, and of broad acquaintance and high standing with the best trade in the Middle and Western territory, a position (preferably traveling) with a responsible company. Address W. F. C., this office.

FOR SALE.

CUT glass factory (formerly Demer Bros., Honesdale, Pa.). An unusual opportunity for party looking for a bargain. Will sell cheap. Address A 197, this office.

BUSINESS OPPORTUNITIES.

A GLASSWARE salesman possessing above the average ability, as proven by an unusually successful record, wishes to make a change. Would consider representation of a factory in New York or would connect with a manufacturers' representative in need of a high-class man to cover the trade in the metropolitan district. Address Box 188, this office.

SALESMAN with established trade in Pennsylvania and New Jersey wants line of lighting glassware, electric and gas portables, silk shades, glass or art domes, etc. Commission basis—no salary. Can finance self. Address A 193, this office.

I HAVE the finest retail location in Madison, Wis. (retail jeweler), but will divide and give someone a bargain in rent. Excellent for line of chinaware, art goods, music, phonographs, or anything congenial to jewelry store. W. L. BALLINGER, 17 W. Main Street, Madison, Wis.

McNICOL'S

1919 Souvenir Lines

**WILL BE LARGER AND
BETTER THAN EVER.**

The Calendar plates are in the engraver's hands. Due notice will be given when samples will be ready. Send for Catalogue.

D. E. McNicol Pottery Co.

EAST LIVERPOOL, O.

T. W. HAMILTON,

139 Fifth Avenue, New York,

SALES MANAGER

Susquehanna Cut Glass Company.

Showing full and complete line of light cut glass at moderate price.

T. W. HAMILTON,

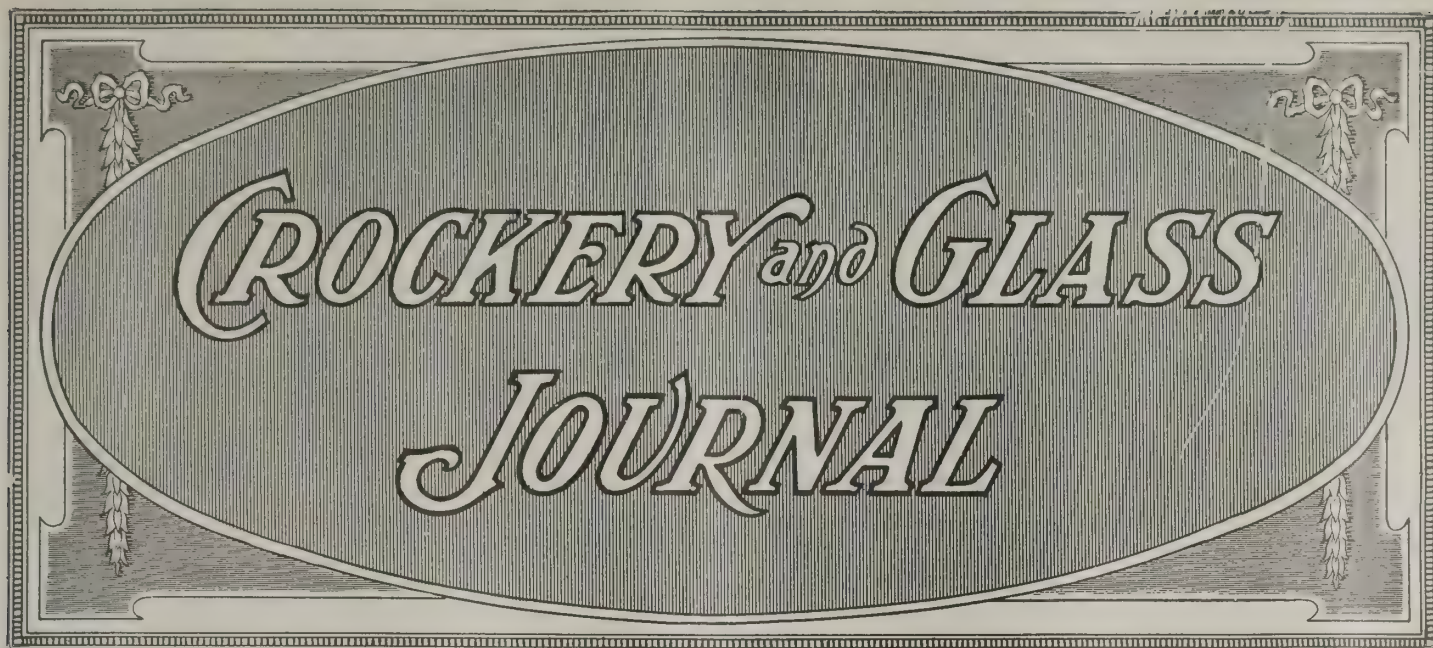
139 Fifth Avenue, New York,

SALES MANAGER

H. E. Rainaud Company.

Electric and Gas Lamps.

Many new samples and finishes now on show.



NEW YORK, JAN. 30, 1919.

CONDITION OF TRADE.



The spring buying season is opening up in a very satisfactory manner. Most of the Westerners who visited Pittsburgh are coming, or have come, to New York. Some of them went home for a time, delaying their arrival here in order to be present at the Salesmen's Dinner on February 13. The impression is gaining ground that this "Victory Banquet" is going to be the biggest thing the boys have ever enjoyed. It will not be a cold water affair, and as this country is going dry in the near future it is expected that "a good time will be had by all."

All the buyers who were at Pittsburgh admitted that they were in need of every kind of ware. Naturally, then, when in New York they must stock up. So far the orders placed for import are generous to a degree. Orders for goods in stock are liberal, and there is a desire that previous orders not yet delivered be hurried forward with all possible dispatch.

The demand for English goods, particularly earthenware, is large. High-priced china is not in quite so great request. Buyers say that just at present the high prices curtail retail buying to some extent. Two hundred and twenty five dollars for a dinner set that in pre-war times sold for one hundred is a little steep, and so consumers buy other goods which come nearer their idea of what they ought to pay, or, rather, can afford to pay.

French importers are laboring under a severe handicap. Owing to the lack of transportation facili-

ties the manufacturers have not been enabled to send all their product to New York, and hundreds of casks of ware are lying in Limoges and Bordeaux awaiting vessels. Buyers are expecting these goods, and are not anxious to increase their orders till there is some hope of getting what they have already bought. The situation is improving, however, and soon there will be an influx of French china. Production in France will undoubtedly be increased within the next few months; but it will take some time to catch up with back orders. Meanwhile it would be wise to place orders now for future delivery.

The demand for Japanese china continues unabated, particularly for white wares. As the supply of this class of goods is limited, buyers are placing good orders for future delivery.

The call for domestic crockery is very large, and, what is more pleasing, for the higher grades. The better qualities are taking the place of German goods. There is some complaint about selections, however. Buyers say that while the war was on they had to take anything and everything. But now that the conflict is over they think a little more care in selecting would insure to the benefit of all concerned.

Hotel china of fine grade is in more active demand than ever. Every hotel in the country is in need of a complete outfit, from oyster plates to desserts.

The glass men are all busy in every branch, for the buying at Pittsburgh exceeded the expectations of

everyone. The lack of new things to be found there was hardly felt. While orders by some of the big buyers for immediate shipment were not large, there is no question but what repeats will come early and often. On the other hand, there were good orders for fair amounts placed with instructions to hurry shipments.

Retail trade in and around New York is very fair, considering the time of year. Reports from other parts of the country are that business is good, and are corroborated by the wholesalers, who say that they have never had such a demand so early in the year.

East Liverpool and Vicinity

Pottery manufacturers are more than pleased with the volume of business booked during January. In many instances buyers placed larger specifications than in January, 1918. The efforts of a few to "bear" the market failed utterly. Dinnerware was in particularly active demand. Specialties, such as salads, berry and cake sets, and similar offerings, also had a good movement. The outlook for steady operation throughout the year is bright.

Pittsburgh and Vicinity

With the success of the pottery and glass exposition as a guide, manufacturers and salesmen are satisfied that the year will be one of activity. Buying was on a very liberal scale, and immediate shipments were stipulated in many cases. Orders for future delivery have not been unusually numerous, although some trade has been booked. The market remains firm.

THE COMMODORE'S FICTILE OUTFIT.

VISITORS and guests of the new Hotel Commodore, in commenting upon the completeness and perfection of its appointments, cannot fail to look with delight upon the superb china and glassware with which the new building has been equipped. The detailed figures of this enormous outfit were obtained from L. Barth & Son, who furnished it.

The staggering quantities involved suggest themselves when it is known that twenty-two experienced men were busy for two weeks at the task of unpacking and checking up the hundreds of crates, cases, casks and barrels in which the china and glassware were packed.

In the general china service, a special design of bluish gray band, there are 120,960 pieces. In the banquet service, also a gray band with rich gold edge and pin line, there are 54,600 pieces. In the tea service a beautiful rose garland effect, there are 16,800

pieces. In the room ware, decorated in green and gold, there are 10,800 pieces. In the lunch room service, a design similar to the general service, there are 9,756 pieces. In the various forms of cooking ware and serving china there are 11,000 pieces, and in the various glassware lines, for all uses, there are 169,620 pieces, a total of nearly 400,000 individual articles. It is needless to mention that the entire outfit was "Made in the U. S. A."

SALESMEN'S ASSOCIATION BANQUET.

THE "Victory Dinner" of the Pottery, Glass and Brass Salesmen's Association is slated for Thursday, February 13, at the Hotel Astor. Indications point to the largest attendance ever had. It will be a great affair. Don't miss it! The tickets will be \$6 per cover. Tables seating ten insure the best service, and will be the rule unless otherwise arranged for. Special tables will be reserved if requested. It is desirable that the secretary be notified at the earliest possible moment how many tickets will be required, in order that he may arrange for tables. Tickets may be had of Secretary O'Gorman or of the Dinner Committee, which consists of Arthur G. Stier, chairman; W. S. Pitcairn, Lee Schoenthal, and John Nixon.

SAVING THE SITUATION.

WIVES sometimes are pretty badly neglected at business conventions, and a man who went from Chicago with his wife to the recent Reconstruction Congress of American Industries at Atlantic City was determined that he should show his better half all the attention that she deserved.

On the first day of the convention, when war service committees were meeting, this man found that he and another manufacturer from Pittsburgh were the only members of his committee present. They sat in conference all day, but could not agree on the form of a resolution they wished to present to the conference.

The Pittsburgh man suggested that they meet again in the evening; but the man from Chicago demurred.

"I have promised my wife," he said, "that I shall not leave her to amuse herself in the evenings, and I am afraid we shall have to call it off."

"Don't let that bother you," said the other. "Get your wife after dinner, I'll get mine, and we'll have a little party of four to discuss it together."

And that was what they did. The form of the resolution was agreed on in a hotel parlor with the two wives joining in the discussion and approving of what was written.

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



AN unusual line of dolls, made in England, is being shown by Meakin & Ridgway. There are about seventy-five numbers, one half of which are dressed dolls from Nottingham, and the others stockinet dolls from Shanklin, Isle of Wight.

The former are notable for their human faces. The eyes are in proportion to the rest of the head, and they looked like, and are dressed like, little children. In all the dolls that come from the various factories of Europe there are none which have such lifelike qualities as these. They are of bisque, with movable eyes, hands and feet, and, considering the quality, are remarkably cheap.

The character dolls are cute, and represent various types. One of the most attractive is an Esquimaux baby with which the kiddies are delighted. In fact,



the whole line has taken greatly with them. And when children pronounce favorable judgment on dolls it is a pretty sure thing that they are about right.

A new addition to the large display from the United States Glass Co. made by Manager Ed. Craig at the concern's salesroom in the Albemarle Building, Twenty-fourth street and Broadway, is known as the No. 388 pattern, shown in stemware and various other items. It introduces a choice treatment of a festoon style different from the familiar floral kind, and is well executed in a fine doll cutting. Also of special interest is an excellent soda fountain line in an extremely neat narrow flute and plain band design which is bound to

prove popular. There are tumblers and goblets in many sizes and shapes, as well as all the other items that usually comprise a line of this character.

The National China Co. have achieved a genuine success with their new "La Rosa" shape, if early orders for it may be taken as a criterion. It is the embodiment of grace and good taste, and its style admits of original decorative treatments that add materially to its sales possibilities in the retail store. The decorations in which it is shown are as worthy of note as the shape itself, many striking and varied effects being brought out that are above the average. The line is on display at the salesroom of the New York representative, H. Benedikt, 7 West Twenty-second street.

In the Franco-American games which Herman C. Kupper, 52 Murray street, lately introduced to the American trade he has struck a sure winner. They have a real fascination for the youngsters as well as the grown-ups, for they are very different from the



PLAYING "UP AND OVER."

majority of those of domestic origin. They have plenty of speed and "pep" to keep the mind interested every minute, and are simply irresistible. There are four games in all—"Speed Up," "Up and Over," "Bowlinette" and the "Spiraldiver." They are made of finely

grained and varnished hardwood with nickel-plated trimmings, and are attractive to simply look at. They are enclosed in strong pasteboard boxes with pictures of unusual beauty adorning the covers, and retail at popular prices. A descriptive pamphlet will be mailed upon request. Buyers should not fail to see the line at the Toy Fair, Hotel Imperial (Aero Room), beginning Feb. 4.

Answering an inquiry from the New York agents, Bates & Ledden, relative to "Hotel Guernseyware," which the Guernsey Earthenware Co. are preparing to place upon the market in the very near future, Charles L. Casey, head of the concern, writes: "It will be very much like the best grades of English hotel ware—the body somewhat tighter and the glaze harder. It is being made under the supervision of William Pope, who has even made some decided improvements on the Pope ware produced in the past. It will have a hard body and a more resistant glaze. The decorations will be simplicity itself, with fine and heavy lines in grass green, maroon and olive green. The ware will be ready for shipment March 1st in plain white, and April 1st in the decorated."

BRITISH INDUSTRIES TO HOLD FAIR.

THE British Industries Fair, organized by the British Board of Trade, will be held in London in the Pennington Street premises of the London Dock from Feb. 24 to March 7. About 600 British manufacturers will exhibit china and earthenware, glassware of all descriptions, stationery and stationers' sundries, fancy goods, toys, and sporting goods. This fair differs from those at Lyons and Bordeaux in that it is not international.

CELEBRITIES IN TILE.

MILITARY and naval heroes, with a few other great men of the day and the war, are being immortalized in fireplaces, where their portraits in tiles are used as the keystone. Roosevelt is one of the men who is to be memorialized in this way, and there has been a large demand for his portraits in tile, just as in other forms, since his death. There is a Wilson tile, and one New York man has a tile portrait of the President on each side of his fireplace.

There are tile portraits of Lloyd George, Asquith, and Admirals Beatty and Jellicoe, and those of Pershing and Foch are soon to arrive in this country. The portraits are excellent likenesses.

The man who makes the likenesses, using several photographs, is George Cartlidge, the English sculptor. He carves the portrait in low relief, a die is made, from which the tiles are cast, and these are baked in a continuous oven at 1,600 degrees Fahrenheit in a kiln at Stoke-on-Trent. The sculptor is particularly clever at this kind of work.

The artist charges \$1,000 a portrait. The tiles retail at about \$5, the price varying somewhat according to the location of the dealer who sells them. They have a brilliant glaze and come in three color tones, the brown, in which Roosevelt and Wilson appear, being the best.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 30, 1919.

BORDEAUX

Str. Chicago, Jan. 24.

| | |
|----------------------------|---------------|
| 10 packages chinaware..... | Alpers & Mott |
| 10 " glassware..... | Snows Inc |
| 1 " toys..... | Dutschler |

Str. Rochambeau, Jan. 25.

| | |
|---------------------------|------------------------|
| 4 packages chinaware..... | Johnson & Barbow |
| 111 " "..... | Vogt & Dose |
| 1 " "..... | G W Sheldon & Co |
| 28 " "..... | L E Bohm |
| 154 " "..... | Haviland & Abbot |
| 100 " "..... | C Streiff |
| 6 " "..... | L Straus & Sons |
| 200 " "..... | Haviland & Co |
| 351 " "..... | Theodore Haviland & Co |
| 6 " "..... | Redden & Martin |
| 15 " "..... | J Wanamaker |
| 65 " "..... | L Bernardaud & Co |
| 5 " "..... | L Touguart |
| 62 " "..... | Herman C Kupper |
| 12 " "..... | J J Hines |
| 26 " "..... | J Tharaud |
| 50 " "..... | A G Momet |
| 65 " "..... | American Express Co |

Str. La Lorraine, Jan. 29.

| | |
|---------------------------|--------------------------|
| 4 packages glassware..... | American Thermic Ware Co |
| 4 " "..... | Duveen Bros |
| 3 " toys..... | Grey & Grey |

LONDON

Str. Ixion, Jan. 28.

| | |
|---------------------------|------------|
| 5 packages chinaware..... | A G Taylor |
|---------------------------|------------|

NAGOYA

Str. Tsushima Maru, Jan. 29.

| | |
|-----------------------------|------------------------|
| 451 packages porcelain..... | Taiyo Trading Co |
| 45 " "..... | Terazawa |
| 20 " "..... | L Straus & Sons |
| 50 " "..... | Rowland & Marsellus Co |
| 237 " "..... | Morimura Bros |

FOWKY

Str. Sierra, Jan. 20.

| | |
|------------------------------|-----------------|
| 584 packages china clay..... | Moore & Munger |
| 217 " "..... | J W Higman Co |
| 218 " "..... | G Knowles & Son |

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

From the tone evinced in the January buying pottery manufacturers are firm in the conviction that for the first six months of the year operations will continue on a very active scale. Visiting dealers are unanimous in the statement that stocks on hand are short, and merchandise for immediate sale is wanted. The same story is told by jobbers and department store buyers. Manufacturers are working plants to all possible capacity, but are still hampered by the labor and fuel situation.

There is naturally a decided falling off in orders for hotel ware. A year ago, when the cantonments and Government construction work were in full swing, the demand was the heaviest the manufacturers ever experienced. With the signing of the armistice this outlet, of course, ceased to exist.

Sergt. Plummer Capwell, formerly bookkeeper for the Knowles, Taylor & Knowles Co., lost his right hand in the last Argonne battle, and is now in a New York debarkation hospital.

An advance in the price of electric current is another increased overhead charge pottery manufacturers have to shoulder.

Last week a Western buyer made a trip through the district, stopping off at each town where a pottery was located. His first statement upon entering offices was: "Unless I can buy cheaper than I did last fall, I am here only to look." In two instances he did not even get into the sample rooms. Following him came another who said that he wanted merchandise, no matter what the price.

President J. T. Smith, of the Smith-Phillips China Co., accompanied by Mrs. Smith, has left for Deland, Fla., to remain until early spring.

The new kiln being built at the plant of the McNicol-

Corns Pottery Co., Wellsville, O., will be finished within a fortnight and will greatly increase the glost production of this concern.

Charles C. Ashbaugh, president of the West End Pottery Co., has been elected a member of the board of directors of the East Liverpool Chamber of Commerce.

Local salesmen who had charge of exhibits at the Pittsburgh exposition have returned home, and all report an active business. It will be some weeks before they go on the road, although some of the commission men have started over their regular territories.

Some people overlooked the words "to enemy countries" in the announced plan of the British authorities to prohibit the exportation of china clays. There is no fear that English clays will be kept from the United States.

The sympathy of the trade goes out to Frank P. Judge, sales manager of the National China Co., Salineville, in the death of his wife, who died in Cleveland on the 20th inst., as recorded in last week's issue. Within a few months Mr. Judge has also lost two brothers from influenza.

The necessity of a good hotel in East Liverpool was never more in evidence than during the past two or three weeks. The city was crowded with buyers every day. Owing to the lack of hotel accommodation these buyers had to put up in Pittsburgh. This necessitated arising before daylight in order to get an early train if they wished to arrive at this place before noon. As they had to go back at five o'clock, they would naturally confine their visits to only a few places. Salesmen met the visitors with automobiles to help them make their calls quickly, and in more than one instance a salesman drove a buyer to a competitor's pottery. The Elks Club was a haven to many. There are fourteen rooms there available for guests, and they were filled nearly every night except Saturdays. It would

pay the city and the potters to subscribe money to erect a modern hotel. Visitors could then stay two or three days, and see all the plants. The buyers are more than willing to pay a good price for a decent room and good food. The Windsor Hotel in Wheeling has proved that, for since its erection more people have gone to Wheeling to stay overnight. Indeed, that city is becoming a favorite place for the buyers and salesmen to spend Sunday. Build a good hotel in East Liverpool and business will increase.

Some pottery salesmen are of the opinion they will do very little traveling during the first six months of the year. One remarked that he would spend probably two weeks twice this year visiting the trade, and that this would be the extent of his journeying.

A bronze Honor Roll was unveiled at the Masonic Temple here last Tuesday night containing the names of twenty-seven members of the order who had entered the service of their country, many of them being connected with the pottery industry.

THE TOY FAIR.

THE annual Toy Fair will open at the Imperial Hotel, this city, February 4, and continue until March 15. A large number of manufacturers have engaged space, and a big crowd of buyers is expected.

THE STAFFORDSHIRE POTTERIES.

THE pottery industry of the Stoke-on-Trent, England, district employs about 80,000 persons, directly or indirectly, and pays out wages amounting to \$17,032,750 per annum. The annual output reaches a value of \$34,065,500. Since the war the firms engaged in the manufacture of pottery have been fully employed, writes Consul Robert S. S. Bergh, and have been able to supply great quantities of goods which have hitherto been made on the Continent.

There has been an acute shortage of male labor, but the women have risen to the occasion splendidly and have enabled the various firms to carry on business under unprecedented conditions.

The manufactures of electrical porcelain are greatly varied in both design and character and include insulators for telegraphic, telephonic, and wireless purposes; for railways and tramways; heating, lighting, and domestic purposes; and for motor power.

Now that the British electrical firms have been compelled by circumstances over which they had no

control to manufacture their own supplies, they may realize that home production will eventually pay, as the greatest care is taken to secure really first-class materials, accuracy in sizes, and completed goods that will insure perfect insulating conditions even when subjected to violent changes of temperature.

British laboratory porcelain, with British kaolin as its most important constituent, is an accomplished fact.

The more immediate needs of the laboratory were found to be analytical basins and crucibles of many sizes, combustion boats, and funnels of an apparently limitless number of shapes, calling for working drawings, models and molds that are not to be produced in wartime in a day, a month, or a year.

The shapes, new to the home manufacturer, demanded modified methods of treatment and novelty in equipment, and the fact that so much research work is strictly standardized made it necessary that the Berlin patterns should be followed as closely as possible. In this the home trading houses gave invaluable help, not only in supplying many necessary German examples, but in giving information as to the peculiarities of their use.

China clay from the Cornish beds, flints from Kentish chalk quarries, sea-washed boulders from the French coast, blocks of granite, animal bones from home sources or Argentina, borax, whiting, lead oxide, paints, and enamels—these are the elements from which the potter fashions the beautiful porcelain which is the choicest expression of his art. Many brains have contributed to the reputation of this district for high-class china, and there is no final word in the process of improvement.

In place of the examples of skilled handicraft which still persist for the fashioning of porcelain, the typical earthenware factory will in the future be manned rather by men skillful in the handling of machinery. The old potter's wheel has been replaced to a vast extent by the jigger and the jolly and the hollow-ware pressing and casting methods. These adjuncts are used also in the making of china, but for earthenware they are the dominant feature. A modified form of jolly is used even for the shaping of oval ware. The impression made on a visitor to a pottery is that a standardized product is being turned out at a rate limited only by the capacity of the machine and by the deftness of the men and women in charge of the equipment. It is repetition work sub-divided to a very fine point and framed on lines which make for the highest degree of efficiency.

Other than what may be termed the standard body is also obtained by the use of specially-selected lighter burning clays and the employment of complex glazes, a combination which gives an ideal surface for decoration. This is earthenware at its best, and in appearance it challenges comparison with china. The bulk

of the output of the factories in this branch of the pottery industry is, however, for general utility purposes; it is the needs of the million that are catered to. In a word, the production of earthenware is a business; the making of porcelain an art and craft.

As with all other manufacturing industries, pottery making, which remained for so many centuries a domain of pure and highly skilled handicraft, has undergone a striking transformation by the gradual introduction of mechanical appliances, simple or complex, to reinforce, speed up, or even to displace a large proportion of the skilled labor that was once the only available means of production. Machinery is used in the preparation of the raw material, the shaping and drying of articles, and in the firing processes.

Considerable progress has been made in devising and improving kilns of the continuous type, and great developments in the direction of full economy and the avoidance of injurious coal smoke are confidently anticipated in the near future.

RECENT CUSTOMS DECISION.

IN a decision by the Board of General Appraisers George Borgfeldt & Co. were successful in having the duty lowered on certain kewpies. The articles in question were assessed with duty at the rate of 55 per cent ad valorem under paragraph 80, Tariff Act of 1913. The board sustained a claim for classification as dolls, with duty at the rate of but 35 per cent ad valorem under paragraph 342.

LATIN AMERICAN MARKETS.

SOUTH AMERICAN countries were but little affected by the great war, and in the days when Europe is devoting its energies to rebuilding plans the republics to the south of us may be brought into close trade relation. Men of the United States are beginning to actively interest themselves in trade with the Latin-American countries, as an ideal industrial situation seems to exist: a producing community anxious to sell, and a consuming community likewise eager to buy. There are at least two problems. One of these embraces the banking relations of the countries, and under the guidance of the best economic brains of the United States it seems in a fair way to adjustment. The other is the project of distributing the category of wants.

Trade conditions already have been altered in most South American countries by the unusual demands imposed by war requirements, says the "Chicago Tribune." New manufactures have been stimulated, and these of course call for the importation of improved machinery. There has been an advance in agricultural production,

and thus newly exploited appliances have become a necessity. There will be many avenues opened by painstaking demonstration.

There is need for consistent trade propaganda. Producers of the United States must be apprised of the needs of each South American locality; and where methods can be improved by the introduction of modern machinery there must be campaigns of education. In brief, there must be a general advertising of South American needs.

Our South American friends are wealthy beyond all their previous calculations, due to a huge trade balance brought about by tremendous exports and a curtailment of imports during the war. Not only is there wealth, but there is eagerness to circulate it.

Merchants of the United States will readily find customers and will easily hold them if the proper advances are made and if an effort is made to sell these customers what they want instead of what some one thinks they ought to have.

EFFICACY OF PRAYER.

MATERIALS were getting pretty scarce about the time the war ended, and many manufacturers were hard put to it to find supplies. Two lamp manufacturers went to Washington just before the war ended to ascertain what the prospects were for obtaining a larger supply of brass. They went to the office of Everett Moses, of the War Industries Board, told him what their situation was, and asked for help.

"The situation is hopeless," said Mr. Moses; "there is not enough brass to go around. The only thing I can suggest is that you go out and pray for something to happen."

The manufacturers left, and went back to their hotel. At four o'clock in the morning one was awakened by the blowing of whistles and ringing of bells. The armistice had been signed. He arose, and putting on his clothes, went out to the street and purchased an extra.

"Well, it is all over," said he, bursting into the room where his companion was. "We don't have to worry any more."

"Great!" said the other. "We'll start for home; but let's not forget to 'phone this man Moses that there is considerable efficacy in prayer."

OBITUARY.

ROBERT D. RUTH, superintendent of the Swissvale (Pa.) factory of the Pittsburgh Lamp, Brass and Glass Co., died of pneumonia this week after a brief illness, aged thirty-two.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JAN. 30, 1919.

THE reduction of freight rates between England and the United States sixty-six and two-thirds per cent does not affect the crockery trade in the least. It applies mainly to iron, steel and foodstuffs.

DEFICIENT MARKING.

EVERYBODY knows that the transportation system is in a state of partial chaos. Freight and express packages are lost or wrongly delivered, and confusion abounds. A lot of this trouble would be avoided if a little more care were exercised by shippers in addressing their customers.

"John Smith, Smithtown, Pa.," looks like a perfectly clear address to the shipper. The railroad people do not find it so. There are half a dozen or more John Smiths in Smithtown, Pa., and they have absolutely no way of knowing to which John Smith the package belongs, and it may take days for the company to locate him.

He may be in business, using his surname to designate his store. He is popular with the trade, and the majority of the people from whom he buys call him "John." Having had some trouble with the transportation companies, he sees to it that every order, whether sent by mail or given personally by his buyers, is accompanied by the following printed notice: "Address all invoices and freight or express shipments to 'Smith's, No. 99 Smith street.' We will refuse to accept shipment unless addressed as above." In spite of

this, packages are sent to his home because shippers address him by his first name and neglect to give the street address.

The day before Christmas, while at breakfast, the maid told him the expressman was at the door with a package. Naturally supposing it was a Christmas present, she was directed to take it in. Instead, it proved to be a cask of dinner sets intended for his store. The express company was not in the least to blame. The goods were addressed to him merely by name, and the company had looked him up in the telephone book.

Follow shipping directions carefully, always using street numbers. Then if packages go astray the blame lies with the transportation company.

PERSONAL.

NO one could help noticing a certain unusual quality in the smile of Julius F. Palme during the past ten days. And a good reason why. He had just returned from his honeymoon, spent in the Catskills. He says: "It's enough to make a man smile when he suddenly awakens to the fact that he never really knew happiness before." The bride was formerly Miss Anna Kregel, of this city. Mr. Palme, who is well known through his association in the business of his father for a number of years, is now the head of his own business conducted under the name of the "Palmode Shop," manufacturers of a line of exclusive novelties.



Robert Kahle, who had engaged to go with the Hirsch-Malgood Co. as salesman, was released from his agreement in order that he might accept a position with the interior decorating department at Lord & Taylor's.



A. Abrams left the latter part of last week for Chicago as his first stop on a trip to the Pacific Coast.



Joseph Hurd and E. C. Ledger, of the W. S. Pitcairn force, are both home this week from short trips over their respective territories. Both say that everybody called on was doing good business and in good humor.



Alfred Abbot, president of Haviland & Abbot, sailed for Europe on the Lapland last Saturday.



Miss Helen M. Osborne will have the management of the Fulper Potteries' New York salesroom, just removed to room 262 in the Fifth Avenue Building. Miss Osborne has been connected with the concern's

office for the past year, and is looking forward with a great deal of pleasure to getting out among the buyers.



W. J. Chenoweth, representing the Jones, McDuffee & Stratton Co., Boston, who is traveling through the South, is having excellent success in marketing the ceramic products of the Old World as well as those of the Western hemisphere.



Daniel Rothschild, of Rothschild Bros., Ithaca, N. Y., which firm furnished the china and glassware service for the new Hotel Pennsylvania, was one of those present at the big opening dinner given by the management to about two thousand guests last Saturday night. A. P. Doctor and Mrs. Doctor were also seated at Mr. Rothschild's table.



Frank Challinor, of the United States Glass Co.'s local staff, has been laid up since the early part of last week with influenza. His condition is now much improved, and he expects to be on the job again in a few days.



Fred Bremerman, of St. Louis, is in town. He makes his headquarters with the W. S. Pitcairn Corporation.



Ira A. Jones and George Turner will show lines from the Pope-Gosser China Co. at the Imperial Hotel from Feb. 10 to Feb. 22 inclusive.



Geo. E. Minard, who was assistant to Mrs. Jennie Levene at Stern Bros., has been made manager of the china and glass department, and Miss Evers, who was Mrs. Levene's assistant in caring for the bric-a-brac and art wares, will be manager of that department.



Mr. Thompson, of the Thos. C. Watkins Co., Hamilton, Canada, arrived in New York last week from the Pittsburgh exposition. He is a great favorite in New York, and his many friends are glad of the opportunity of shaking hands with him.



Felix Wohlgemuth has engaged as salesman with the Hirsch-Malgood Co. to call on the city trade as well as to travel. His experience has been in another line, but he is fast making friends among the china and glassware buyers.



James P. Gordon, representing the Jones, McDuffee & Stratton Co., Boston, will be located at the Hotel McAlpin, Room 363, from Feb. 10th to 25th inclusive, showing samples of the largest stock of packages and

open stock to be found in this country, including English decorated semi-porcelain patterns, Japanese china dinnerware patterns, French china dinnerware, and Nippon china fancy goods.



Fernand Desmaison expects his release from the army at any moment. He has been stationed at Port Newark, a large supply base, and has lately made frequent visits to New York.



H. B. Harris, buyer for Marshall Field & Co., Chicago, will sail for Europe January 29 on the Caronia. He will visit England, France, Italy and Spain.



William M. Warrin, who was forced to give up business as a manufacturers' agent some months ago on account of ill health, has so far improved that he has taken up the reins again, this time in the establishment of his brother, Edmonson Warrin & Co., where he will have charge of the office.



Louis S. Hinman, of Theo. Haviland & Co., will sail for Europe February 8 on the Adriatic.



John McClellan, of Houston, Texas, is at the Hotel Astor. He will be in the city for the next two weeks. Mr. McClellan is always a welcome guest in New York, his kindly nature making friends for him wherever he goes.



S. B. Weller, of Newton, Weller & Wagner, San Antonio, Texas, is registered at the McAlpin. He will be here all of next week, and perhaps longer. He hopes that the present high prices will prevail for a time, for he foresees that in case of a sudden decline dealers with stocks on hand would lose money.



Lee Richards, buyer for Hale Bros., San Francisco, is making his annual visit for import buying. He arrived last Friday, and will be here two or three weeks. His headquarters are at 50 Union square.



J. E. Hull, of Hull Bros., San Antonio, Texas, is in town. His firm has lately moved into a large corner store not far from its former premises and is doing a land office business.



Lieut. Donald M. Miller, second son of John J., who has been in the service of Uncle Sam for the past two years, arrived home on Sunday from the Students' Army Training Camp at Morgantown, W. Va., where he has been chief of the quartermaster's department for a number of months. He assumed his duties with

Maddock & Miller on Monday and expects to soon resume his regular trips through the South. He has fully regained his strength since his recent serious illness, and says he feels more like pursuing the buyers than ever.



John H., the youngest son of John Nixon, New York manager for the Fostoria Glass Co., who has been a member of the Marine Corps stationed at Quantico, Va., was discharged from the service on Tuesday and has returned to his home in Orange, N. J. Mr. Nixon's other son, who is in the navy, has not been released as yet. He has had some wonderfully interesting experiences cruising in foreign waters as a member of the crew of a mine-layer.



R. M. Wright, buyer for the D. M. Holmes Co., New Orleans, is in town. He intends to sail for Japan at an early date.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

In addition to those noted under "Personal," the following buyers were reported in the city this week:

- J R Duncan, hf, Fowler, Dick & Walker, Evansville, Ind. Latham.
- D Solomon, hf, Ware & Solomon, Helena, Ark. 1150 Broadway.
- H J Mayer, s, J L Richards, hf, Hale Bros, San Francisco. 50 Union sq.
- A R Willauer, c, g, t, hf, Bon Ton Dept. Store, Lebanon, Pa. 37 West 26th.
- C J Carew, t, Farris-Walker, Los Angeles. 116 West 32d.
- J M Postley, hf, Baltimore Bargain House. 354 Fourth ave.
- E H Zeller, t, W Koch Importing Co, Baltimore. Imperial.
- J J West, hf, Powers Merc Co, Minneapolis. 2 West 37th.
- G M Hearn, hf, Hearn D G Co, Shreveport, La. 1150 Broadway.
- J Banzhof, hf, W F Gable & Co, Altoona, Pa. 230 Fifth ave.
- L A Warren, t, La Salle & Koch Co, Toledo, O. 225 Fifth ave.
- J Eron, hf, L S Donaldson Co, Minneapolis. 230 Fifth ave.
- E J Heimer, hf, Halbach-Schroeder Co, Quincy, Ill. McAlpin.
- M Lesenhuber, s, J N Adam & Co, Buffalo. 2 West 37th.
- J F Crouse, hf, Huntley-Hill-Stockton Co, Winston-Salem, N C. Wallick.
- C R Schwerdtmann, t, Schwerdtmann Toy Co, St Louis, Mo. Cumberland.
- A S Carter, c, Bushnell & Co, Watertown, N Y. Imperial.
- W R Goodwyn and J E Lowenstein, c, Memphis (Tenn) Queensware Co. Hotel Astor.

Wm D McKay, c, Phillips & Buttorff Mfg Co, Nashville, Tenn. Woodstock.

A N Silverman, c, New Orleans Queensware Co. Hargrove.

T J Gill, c, g, Emery-Bird-Thayer D G Co, Kansas City, Mo. 25 Madison ave.

MRS. E. J. OWEN.

NOTHING in the history of Erwin, Tenn., ever caused such widespread sorrow as the death of Mrs. E. J. Owen, who, as chronicled in our last issue, died January 18 from pneumonia in Pittsburgh, whither she had accompanied her husband. A delegation of employees from the Southern Potteries Co., of which



MRS. E. J. OWEN.

E. J. Owen is manager, together with a committee of prominent citizens appointed by the business men of the town, met the train on its arrival Tuesday morning with the body from Pittsburgh. The pottery shut down, the banks closed at 12 o'clock, and every store in the place suspended business from 3 to 5 on the day of the funeral. Among the wealth of floral offerings was a magnificent creation, ten feet long, of lilies, carnations and roses, sent by the boys at the Pittsburgh pottery and glass exposition.

WHOLESALE TO MEET.

THE annual gathering of the Wholesalers of Crockery and Glass in the United States will be held at the Biltmore Hotel, this city, on February 6.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Many salesmen and manufacturers who took part in the recent pottery and glass exposition here are of the opinion that a two weeks' stand is quite sufficient, and believe that next year's will be limited to the same length of time. All told, the selling was highly satisfactory, and salesmen and factory managers were well pleased with the volume of business booked.

Buyers who do not inspect the entire exposition are liable to miss a good many things it would be to their advantage to know of. One, entering a room for the first time, said to the salesman: "I never knew you made this item," and immediately placed an order. The salesman told him he need not have remained in ignorance had he taken the trouble at any time during the past five years to come in and look around.

The larger jobbers who were in the market were outspoken in their opposition to manufacturers selling the "little trade," claiming this as their rightful field. They said they would do more business with manufacturers if the latter would confine their selling to the jobbing and the department stores.

The demand for light cut glassware has been far more active than that experienced a year ago at this time. Popular-priced lines were in very great request at the exposition, and the bulk of the orders placed were for immediate shipment.

Among the buyers recorded since our last issue were:

William Mitchell, for Duffy-Powers Co, Rochester, N Y.
C H Becker, of Becker-Hazelton Co, Dubuque, Ia.
Joseph Moses, New Orleans.
Charles Williams, for The Fair, Cortland, N Y.
Mr Stearns, for Meekin, Packard & Wheat, Springfield, Mass.
Messrs Nerlich and Reardon, for Crowley, Milner & Co, Detroit.
Frank Martin, Detroit.

Thomas A Neely, for Strouss, Hirschberg & Co, Youngstown, O.
Mr Krouse, of the Krouse Department Store, Erie, Pa.
Charles H Lang, for Kinney & Levan, Cleveland.
George Brown, for Rudge & Gunzel, Lincoln, Neb.
W G Peterkin, for H Leonard & Son, Grand Rapids.
Avery Davis, of R T Davis & Co, Rochester, N Y.
Thomas Gill, for Emery, Bird & Thayer Co, Kansas City, Mo.
Paul Beck, for Baltimore Bargain House.

Improvements have been completed at the plant of the Economy Tumbler Co., Morgantown, Pa., which will considerably increase its capacity. Practically every department of the factory has been concerned in the changes.

Joseph P. Curry, salesman for the West End Pottery Co., was able to leave his home and visit the exposition last Thursday. It was the first time he was able to be out since Christmas. His wife and daughter were also ill with influenza while he was confined to his home.

The Fenton Art Glass Co. have just completed the erection of a large gas producer plant, which is now in active service.

Here and there an occasional small order is placed for bar glassware, but the trade in these goods is practically dead.

William J. Owen, who assisted H. P. Knoblock with the exhibit of the Potters' Co-Operative Co. at the Ft. Pitt Hotel, has been elected credit manager of the Owen Tire and Rubber Co., Bedford, O. Mr. Owen is financially interested in this concern.

Blown glassware manufacturers are making a special feature of grape-juice sets, and many attractive designs in light cut and etched patterns have been developed.

With the release of a number of their former employees from war industry work, General Manager H.

Wallace Thomas of the Indiana Glass Co. says that the production of this plant will soon be on a normal basis. Like other factories, the plant was hard hit by glass-workers leaving the trade to take other employment.

Soda fountain glassware has been in very good demand. While the large druggists' supply houses have not been active in buying yet, the general glassware jobbers have in many instances anticipated future requirements liberally. Manufacturers look for a big trade in this class of merchandise the coming year.

AT CHICAGO.

THE convention of the National Association of Manufacturers and Importers begins on Thursday of this week at the Palmer House. Salesmen are already in the city, fitting up their displays in the various rooms. According to Albert Levy, of New York, prices are to be reduced seventy-five per cent at this convention. "We intend to knock the stilts from beneath high prices in merchandise," he declares. "To bring about price reduction is the chief purpose of this convention. I believe we will soon be back to a pre-war basis in all lines of our business. We are going to work on the theory that quick sales and small profits are just as good as large profits and slow business." A large crowd of out-of-town buyers is expected to attend.

The sale of silk shade floor lamps has been one of the features of the Winter Furniture Exposition, now near its close. Much interest in lamps is reported among furniture dealers. Many of them have recently established separate lamp departments in their stores.

Leroy Larson, formerly head bookkeeper for the Ira A. Jones Co., has received his discharge from the navy and returned to his position with the concern.

John Ling, buyer for Mandel Bros., who returned to the city late last week after visiting the Pittsburgh pottery and glass exposition and a number of manufacturing plants, says: "Much merchandise was sold at the exposition, but I regard the situation on the whole as rather chaotic. In some lines the manufacturers have banded together with a view to maintain prices, and I have heard of a few instances where they have tried to raise prices since the first of the year. The latter action is going too far, in my estimation. While buyers may have to stand for such raises, the public will not, and the movement of the goods out of the stores will stop. The manufacturers will then suffer more than anybody concerned. Fortunately, the need of goods for immediate use is great. Stocks are low.

Otherwise, I do not think there would be a great deal of buying at this time, at the present prices. Numbers of buyers are certain that reductions are coming soon, and the part of caution is not to be caught with a heavy stock of goods on a declining market. When it is definitely established that prices have no inflation, and are based on the cost of production, with a reasonable profit, I think the buying will assume a steady tone and will continue good for some time to come."

Louis Carter, buyer for Snellenberg & Co., Philadelphia, spent several days in the city. He told his friends that he will leave within a few weeks on a long trip abroad that will take him completely a round the world.

F. Stedman, of Theodore Swan & Co., Elgin, Ill., was in the city looking over the lines of the factory representatives last week.

Tom Butcher, representing the Central Glass Works, Wheeling, W. Va., is in the city for a couple of weeks with samples.

William Ford has resigned as sales manager of the Burley & Tyrrell Co., after being with the firm for more than thirty years. He has been succeeded by Charles Elson.

Tom Gill, of Emery, Bird & Thayer, Kansas City, Mo., visited friends in the city this week while stopping off on his way East.

H. B. Harris, head of the china and glass department of Marshall Field & Co., left last Saturday for Europe. So far as known, Mr. Harris is the first buyer of this city to attempt a trip abroad since the war came to a close.

Norman Walker, representing Meakin & Ridgway, New York, was in the city for a few days this week.

B. O. Chapman, of Merrill, Greer & Chapman, St. Paul, Minn., passed through the city this week on his way East.

The annual exposition of the Northern Jobbers' Association, which was held at the Palmer House last week, was very successful. About a thousand buyers visited the factory displays, among which were a number devoted to crockery and glass suited to the members' class of trade.

George H. Bowman, of the George H. Bowman Co., recently visited at the Chicago office and display room.

Frank Miller, representing B. Sommers & Co., jobbers, St. Paul, Minn., was in the city last week.

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH ANENUE, NEW YORK.

REASON FOR ANOTHER LOAN.

ONLY the shirker will seriously ask why another loan is necessary. The answer is plain: America started out to finish a big job—the biggest, undoubtedly, she or any other nation ever attempted to accomplish. The armistice brought a cessation of hostilities, but it did not pay war's bills—the billions required to provision, clothe and care for a huge army.

We still have an army of a million men in France, to be fed and otherwise maintained for a considerable period of time. Prior to this war such an army would have staggered the national imagination, but world emergencies dictate that we must maintain it at present. We assure ourselves of emergency capital through support of the Victory Loan. This forthcoming war bond issue is our method of finishing up the world's biggest job. Americans never quit; they finish strong, spurred by the patriotism peculiar to all of us.

Citizens of a republic which sent two million men oversea to fight want to bring them back as soon as possible. They want to give a chance to men who left their work to develop their resources again in a debt-free country. Nobody will oppose the idea of teaching the maimed self-supporting trades. We all want the wounded to receive the best possible care until the last man leaves an army hospital.

Accomplishing these things is constructive fighting, in which patriotic Americans everywhere can participate. Putting over the Victory Loan will be the finest sort of fighting with which to finish the "biggest job."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

SALESMAN with established trade in Pennsylvania and New Jersey wants line of lighting glassware, electric and gas portables, silk shades, glass or art domes, etc. Commission basis—no salary. Can finance self. Address A 193, this office.

WANTED, the agency of glass factory making large line of ice cream parlor and soda fountain glassware, in tank ware preferred. We cover the entire Pacific Coast and as far East as Denver; have been in the glassware agency business for over twenty-five years, selling to the glassware dealers only. Address A 198, this office.

A LIGHT cut ware factory producing only about twelve real live specials wants representation in all the large cities on a commission basis. Have prices that will produce volume. Address A 199, this office.

HELP WANTED.

SALESMEN for Pittsburgh and vicinity for complete line of staple glass. No objection to men now selling kindred lines. Commission basis—but chance for live man to make good in a big way. Address A 200, this office.

FOR SALE.

A FIRST-CLASS fourteen-kiln plant for sale. Can be bought very reasonable. For further particulars address DANIEL FRANK, 1245 Forty-sixth Street, Brooklyn, or 80 Bowery, New York City.

NEW DESIGNS READY.

WE have added new designs and shapes in lamps and shades which are quite out of the ordinary.

These new numbers are displayed in our New York and Chicago showrooms.

Your inspection of the line is cordially invited.



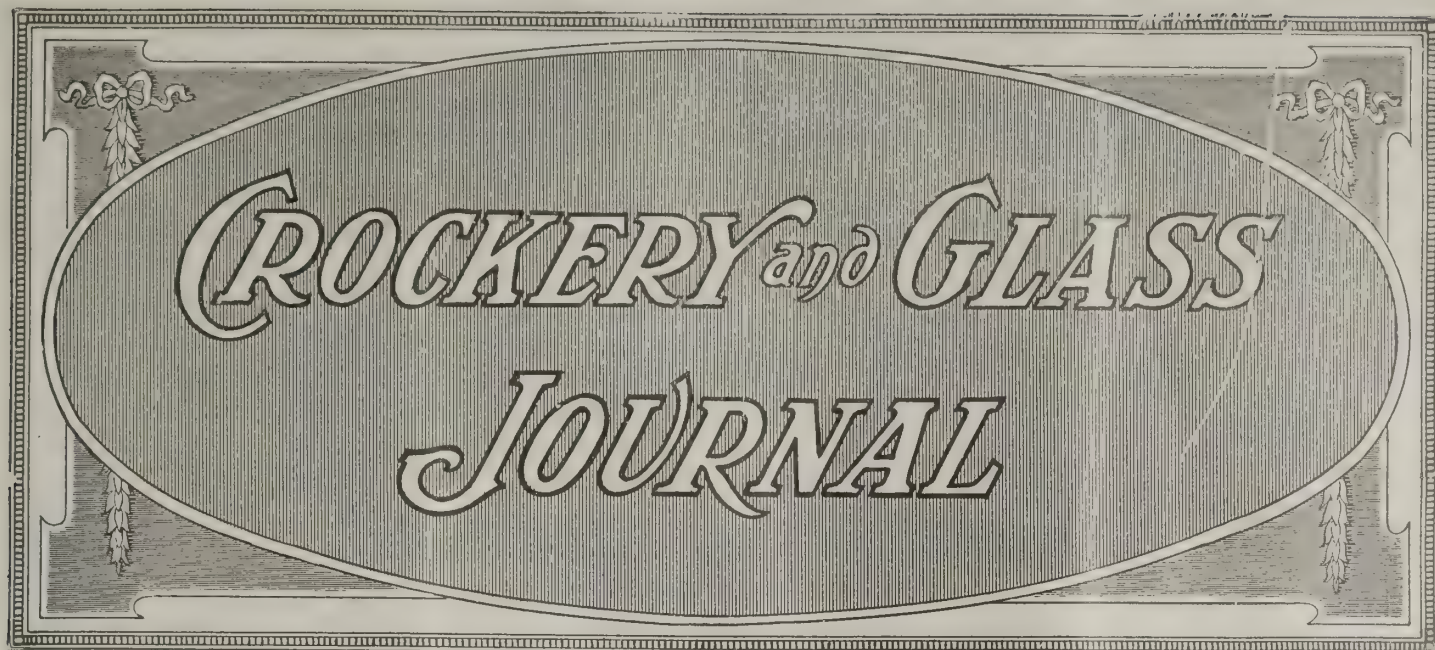
Taiyo Trading Co., Inc.,

SUCCESSORS TO

Takito, Ogawa & Co. and Tajimi Co.,

101 Fifth Avenue,
NEW YORK.

327 W. Madison St.,
CHICAGO.



NEW YORK, FEB. 6, 1919.

CONDITION OF TRADE.



New York A large number of buyers are in the city, and more are coming by every train.

Next week will see the largest aggregation in two or three years, as, besides the attraction of the Salesmen's Banquet, there will be the Toy Fair at the Imperial Hotel. All are buying liberally and paying the prices asked without any quibbling. The question of price is the least important. The main thing is, Can the goods be had, and when?

The demand for English earthenware is excellent, although high-priced china is moving a little slowly. As regards the latter, the spring season is not the big buying time—that comes along later in the year—so the present apathy is no criterion by which to base judgment.

French china is in request, and as fairly good shipments may be expected from now on, buyers feel encouraged to place orders. The arrivals last week were very gratifying.

Japanese china is still going strong. The call for decorated goods of this class is so large that if it keeps up as it is now the manufacturers will have to call a halt. Even regular Japanese porcelain is in demand, particularly cups, saucers and plates. There is not so much call for purely ornamental wares.

Domestic pottery is selling right up to the mark. Most of the department store buyers have placed orders for the special sales soon to be advertised; but aside

from that there is a good demand for dinner sets for the regular trade.

While the glass manufacturers are getting good business for specialties, so many buyers placed orders in Pittsburgh last month that there is an apparent falling off. But when the travelers get out they will pick up many good ones from those who did not visit the exposition.

Cut glass has been in better request lately. There is a demand for light cuttings on thin blown goods, particularly tumblers. It begins to look as if there was to be a real revival in this branch. Even ornamental pieces have been selling better lately.

Decorated glassware is becoming a strong feature in the trade, and rich goods have been selling well. Simple gold-band goods have also been called for in considerable quantities. It looks as if there is going to be a run on decorated glass this year.

The toy trade is looking for big things at the Fair next week. However, there is a little danger that doll and toy manufacture may be overdone. Two or three new companies to make these goods are organized every week. Within a year more than fifty new concerns have started.

Housefurnishing goods seem to be in normal demand.

Retail trade in the city is just about the same as it was last year at this time. There is no rush, but a

steady demand. Good accounts also reach us from interior points, where business is reported quite active.

The wholesalers are doing a larger business than they did last year—which shows that their customers are buying needed goods.

Pittsburgh and Vicinity

A gradual improvement in the labor situation in glass factories is reported by the manufacturers. Orders are very favorable, and of sufficient volume to insure steady operations with the present quota of help. January bookings were good, although here and there buyers did not specify the volume of a year ago. General lines are in excellent demand, and when the buying season in New York ends this month much additional business is expected. The market remains firm at former quotations.

East Liverpool and Vicinity

Business with the pottery plants in this locality is active. The volume placed, while reported to be slightly under that of January, 1918, is of a character to indicate that merchandise will be wanted with regularity. Department store buyers have been looking up goods for their February and March sales. Collections are reported excellent.

HOW THE MUSEUMS CAN HELP.

THERE is no lack of talent in this great land. There is a lack of schools, and until these are established the museums must give their service toward the up-building of American industrial art. Above all must this service be given now. Efforts beyond anything yet dreamt of within the quiet confines of their galleries must be put forth to bring together the best of the past in design with the best of the present in ambition and performance. The museum must exploit its possessions, for only in this sense are they its possessions. The idea of the art collection as a fossil collection is as dead as the idea of a library as a "collection of books." The library works to-day; it is a living organism constantly reaching out for new fields upon which to exert its enlightening influence. The museum has also come into this field of direct activity in a very emphatic manner.

The papers have recorded, for instance, the fine work in the field of armor design at the Metropolitan Museum of Art under the direction of Major Bashford Dean. Now is announced a new department devoted to the propagation of the industrial arts of to-day. This is in charge of Richard F. Bach, Curator of the

School of Architecture of Columbia University, and formerly one of the editors of "Good Furniture Magazine." As an associate in industrial arts it is Mr. Bach's province to assist designers, craftsmen and manufacturers in discovering in the collections illustration material of immediate value in their work, and to establish between the modern American industrial arts producer and the finest traditions of other times as illustrated at the Metropolitan Museum that close contact which is necessary for the steady improvement of American taste as an asset in American civilization. A wide familiarity with the industrial arts producing field will enable Mr. Bach to visualize the needs of the designer and manufacturer and so enable him to take advantage of the unbounded resources of the finest collections in America.

BOSTON BUSINESS NOTES.

TALKS with buyers and others interested in the trade in Boston show that there is a distinctly hopeful feeling as to the outlook. Among the contributing factors to a period of activity, C. J. Robinson, china and glassware buyer for the Jordan-Marsh Co., counts the war brides. He says that there are a great number of them, and that when the bridegrooms get home from France there will follow the outfitting of thousands of homes, with a consequent lively demand for housefurnishings, china and glassware.

Professor Charles F. Binns, director of the New York State School of Clayworking and Ceramics at Alfred, N. Y., has been exhibiting at the galleries of the Society of Arts and Crafts about a dozen specimens of the pottery which he makes and which is said by experts to be comparable to the work done in the best periods of artistic potting in Europe. It is particularly distinguished by its fine surface texture and the refined quality of its low-toned glazes, in which neutral gray-greens and rich blue-blacks predominate.

George W. Beals, who for many years has been prominent among Boston dealers in cut glass, has relinquished his duties as secretary of the Boston Athletic Club after twenty-five years of service. Because of ill health he was not a candidate for re-election at the annual meeting this year. During his quarter century as an official of the club he has made the acquaintance of thousands of members and their friends and has gained a marked degree of personal popularity.

The Jordan-Marsh Co. has been advertising in the Boston dailies that jobs are waiting for its men who have been in the army and navy. The advertisement says: "We will welcome back into our employ with

open arms every one of them the minute they are ready to return."

Alfred B. Evans, representing Meakin & Ridgway, New York, has been calling on Boston friends in the trade.

Among recent deaths in Boston was that of Mrs. Louisa M. Stearns, widow of Richard H. Stearns, founder of the R. H. Stearns Co. Mrs. Stearns was eighty-three years of age. Her husband died in 1909. He lived to see the business which he founded become one of the leading houses of the city. Of the sons, Frank W. is now the head of the company, and Richard H. is associated with it.

H. P. Hunt, of the H. P. & H. F. Hunt Co., has returned from a trip which included a week spent at the Pittsburgh exposition, where he represented the Zanesville Stoneware Co. and Kiefer Bros. Co., of Brooklyn. Mr. Hunt spent a couple of days in New York and stopped over in Meriden, Conn., to visit the plant of Webster & Briggmann. The Hunt Co. has added a line from the Phillips Cut Glass Co., of Cincinnati.

Theodore Jones, of the Jones, McDuffee & Stratton Co., has been re-elected a director of the Boston Safe Deposit and Trust Co. His father, the late Jerome Jones, was for many years one of the directors of this institution.

Frank J. Chase, who has been ill since a few days before Christmas, is improving, and his friends are hoping to see him soon at his desk in the office of Chase & Francis.

John G. Nelson, who has been serving in the ordnance branch of the service, and stationed at the armory at Watertown, Mass., has been discharged and is back with the F. E. Nelson Co. in its Manchester store.

The following Boston merchants have been appointed by the president of Harvard University a committee on the health of mercantile employees: George W. Mitton, president of the Jordan-Marsh Co., chairman; F. Alexander Chandler, president of the Chandler, Farquhar Co.; Thomas K. Cory, vice-president of William Filene's Sons Co.; George B. Johnson, president of R. H. White Co.; Robert W. Maynard, vice-president of R. H. Stearns Co.; Felix Vornberg, vice-president and secretary of Gilchrist Co. Nearly a year ago the Harvard Medical School established an industrial health programme. Boston merchants became interested and suggested that health problems of retail stores be included. The committee which has now been named will participate in the raising of a fund of \$50,000, and it is expected that, as the result of their efforts, it will be possible to include in the curriculum of the Medical School courses for the training of physi-

cians and others in the special problems of administration in department stores.

The death of Frank H. Dunmore, buyer for the Shepard store in Providence, R. I., brought to many members of the trade in New England a keen sense of personal loss. Mr. Dunmore was noted for the extent and accuracy of his knowledge of the business, and was a man of charming personal qualities. As a young man he was engaged in business in Haverhill under his own name, the concern later being known as Mitchell & Co. He became connected with the Providence store about ten years ago, and was so successful there that when the Shepard-Norwell Co. in Boston opened a china and glass department it was done under his direction. Three years later he returned to Providence, where he remained until his death. Additional regret was caused among his friends here by the news that Mrs. Dunmore died a day after her husband passed away. She had met many of his business friends and associates, who held her in high esteem.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under "Personal," the following buyers were reported in the city this week:

- F W Krounapple, s, Daniels & Fisher Stores Co, Denver. 71 West 23rd.
- M Rossner, t, R Moore, hf, Emery, Bird, Thayer D G Co, Kansas City, Mo. 25 Madison ave.
- G J Brown, c, l, t, Rudge & Guenzel Co, Lincoln, Neb. Broztell.
- D Gradwohl, t, Raphael Weill & Co, San Francisco. 15 East 26th.
- A J Boisvert, hf, g, t, W H Valentine, s, Davidson Bros, Sioux City, Ia. 1261 Broadway.
- M H Regenstein, s, Davis-Paxon Stokes Co, Atlanta, Ga. 115 Broadway.
- M E Davison, s, Palais Royal, Washington, D C. 220 Fifth ave.
- M Crueson, hf, c, t, Cohn, Hinkel D G Co, Wichita, Kan. 6 West 32nd.
- G F Williams, s, The Fair, Chicago. 225 Fourth ave.
- G Weichell, hf, g, t, E Wren Co, Springfield, O. 141 Madison ave.
- J MacFarquhar, t, S Kann, Sons & Co, Washington, D C. 432 Fourth ave.
- W J Stuart, c, Emporium Merc Co, St Paul, Minn. 1239 Broadway.
- C C Millington, t, Sanger Bros, Dallas, Tex. 16 East 24th.
- A M Nordland, t, hf, Rike-Kumler Co, Dayton, O. 225 Fifth ave.
- G Dessler and W J Huber, t, F & R Lazarus Co, Columbus, O. 220 Fifth ave.
- G W Guest, hf, S M Averill, l, Jordan-Marsh Co, Boston. 432 Fourth ave.
- A P Shannon, t, Bon Marche, Seattle. 225 Fifth ave.

M Curry, hf, M M Newcomer Co, Knoxville, Tenn. 6 West 32d.
 G Luften and C S McLeon, t, Marshall Field & Co, Chicago. 1107 Broadway.
 T B Cannon, c, W A Doody Co, Macon, Ga
 J Schneer, t, G W McAlpin Co, Cincinnati. 23 East 26th.
 H E Goldstein, hf, Goldstein Bros, Indianapolis. 1150 Broadway.
 J H Hertzberg, hf, S Kann Sons & Co, Washington, D C. 432 Fourth ave.
 P L Beck, t, c, Baltimore Bargain House. 354 Fourth ave.
 H Darmstadter, s, N Snellenburg & Co, Philadelphia. 1261 Broadway.
 S R Maxwell, hf, C M Guggenheimer, Lynchburg, Va. 1150 Broadway.
 W Tice, c, g, Tice & Gates, Rochester, N Y. McAlpin.
 M Shepard, c, g, Charles Hall, Inc, Springfield, Mass. 200 Fifth ave.
 H Hanush, t, Richardson D G Co, St Joseph, Mo. 43 Leonard
 M Hollander, t, Wm Crofton, Ltd, Toronto, Can. McAlpin.
 T H Merriam, t, Dayton D G Co, Minneapolis. 225 Fifth ave.
 L J Hunkeler, t, c, hf, Elder & Johnston Co, Dayton, O. 230 Fifth ave.
 C Hansen, t, hf, Younker Bros, Des Moines, Ia. 303 Fifth ave.

AT CHICAGO.

THE business of the month just closed exceeded all expectations, and the outlook for spring trade is very bright. Factory salesmen say that the trade of the past month indicates that buyers will not wait for lower prices, but will place orders for the goods they need without more delay.

Wholesalers are making satisfactory progress in their efforts to accumulate stocks.

Few "special sales" are being held in the local stores, which indicates that the surplus of goods carried over from the holiday period was not large.

Buyers visiting the city during the week were Leo Arnstein, for Ed. Schuster & Co., Milwaukee; Andrew Moser, for the Bry-Block Co., Memphis, Tenn.; Arthur Kohl, for the Mosinee Variety Store, Sheboygan, Wis.; H. K. Moon, for the Linton (Ind.) General Stores; Ralph Swieger, for the Bloom Five and Ten Cent Store, Indianapolis.

The semi annual convention of the Merchants' and Importers' Association of America, which is being held at the Palmer House this week, is being attended by hundreds of buyers from out of the city, for the most part owners of five, ten, twenty-five and general var-

iety stores. Some of them are in the market for high-grade goods, however, and do not care apparently what they pay so long as they can find the sort of merchandise for which they are looking. The general policy of the Association has been to hammer down prices, and in some lines this has been done; but not in pottery and glass, the manufacturers of these lines standing by their guns. Some of the manufacturers of housefurnishings, however, made liberal reductions.

* *

Ed. Ault, salesman for Earl W. Newton, has just finished a trip through Middle Western territory.

* *

C. P. Stouffer, of the J. H. Stouffer Co., has returned to the city after completing a trip through Western territory. The company is meeting with much success on its new spring lines of decorated china, and hopes that shipments of white china from France will soon be back on a normal schedule.

* *

E. M. Meder has started the work of enlarging his display room to make space for the line of the Canonsburg Pottery Co., which he recently added to his list.

* *

Oscar Helm, of the Ira A. Jones Co., figured in an automobile wreck last week. In attempting to go around another car on Michigan avenue he pressed the wrong lever and crashed into the rear of the vehicle. He was hurled from the machine, but was only slightly bruised, and is now receiving the congratulations of his friends on his narrow escape.

* *

Joe Hurd, traveler for the Wm. S. Pitcairn Corporation, New York, has left the city after spending several days with the local trade.

* *

Tom Butcher, the popular representative of the Central Glass Works, Wheeling, W. Va., has closed a very successful season at the Hotel Sherman.

* *

W. H. Theophile, former assistant buyer in the crockery and glass department at the Boston Store, passed through the city last week, returning from the East. He is now employed by one of the department stores of Des Moines, Ia.

* *

E. A. Hinrichs, manager of the Chicago branch of the Onondaga Pottery Co., has returned to the city after visiting the pottery at Syracuse, N. Y.

* *

Clem Bowser, well known in the local trade as the operator of many cut glass and china clubs on the northwest side, died last week of pneumonia. He went out of the club game when a city ordinance was passed which practically made the operation of a club impossible.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Pottery manufacturers are much interested in the outcome of tests now being made in Ohio potteries under the direction of the United States Federal Bureau of Mines and Dr. E. N. Lowe, Mississippi State Geologist, of new clays recently located in Mississippi. It is said that the clays retain their whiteness and brilliance after being subjected to intense heat. The report is current here that should further tests prove the worth of these clay deposits a general ware pottery is likely to be established in Mississippi.

Its former name, the Chelsea Pottery Co., will be restored by the new owners of the plant at New Cumberland, W. Va., recently taken over by Wheeling interests. This was the name given to the plant when it was first started. It has changed hands several times, and upon each occasion another title was selected. It was last operated under the name of the Clay Casting Co. The capital stock of the company has recently been increased from \$100,000 to \$250,000, and a line of vitrified china will be made. Additional machinery is being installed, and the erection of a continuous kiln is contemplated.

At the annual meeting of the stockholders of the Smith-Phillips China Co. the old board of directors was re-elected, and these in turn re-elected the officers, viz., president, J. V. Q. Hickman; vice-president, Josiah T. Smith; secretary-treasurer, W. H. Phillips.

Fred Kline, Eastern and Southern salesman for the Knowles, Taylor & Knowles Pottery Co., who spent the past month at headquarters here, has returned to his home in Philadelphia prior to making a trip over his territory.

Secretary Charles Goodwin of the United States Potters' Association is busily engaged on his report of the proceedings at the recent meeting in New York.

Among the late buyers visiting the district were B.

O. Chapman, of Merrill, Greer & Chapman, St. Paul, Minn.; F. J. Denmarsh, Pittsburgh; M. K. Linder, for Dohrman Commercial Co., San Francisco.

W. G. Jackson, Western salesman for the Taylor, Smith & Taylor Pottery Co., has been ill at his home for the past week, suffering from the effects of a severe cold. He expects to open at the Palmer House, Chicago, very soon. W. C. Lynch, Eastern salesman, is scheduled to open at the Imperial Hotel, New York, this week.

A shortage of kilnmen is reported throughout the district, although workers in other branches of the industry are said to be in better supply. Out-of-town potteries continue to advertise for kilnmen in the local press. For several years there has been more or less scarcity of kiln help, and the situation can only be improved through the employment of additional apprentices.

Illustrations of the new calendar and souvenir plaque line of the D. E. McNicol Pottery Co., were ready for the trade this week. On account of the war the concern was unable to get this line out as promptly as in former years and ready for exploitation in January. The new line contains many novel features which will assure it an active demand.

The Liberty China Co. is the name of the new hotel china plant recently placed in operation at Lexington, O., by local interests. Additional machinery has been installed, and the product will be ready for shipment within a short time.

Once more a slight cold snap last week caused manufacturers inconvenience in lighting kilns in regular rotation for several days. Permission to light kilns had first to be obtained from the gas company.

While there was a fairly active demand for hotel ware during the past month, the volume of orders was

not as heavy as for the corresponding time a year ago. Naturally. The Government is now out of the market, and the jobbers have no camps to supply.

* *

A steady improvement is reported in the condition of Thomas A. Copperstone, salesman for the Vodrey Pottery Co., who has been ill at his home in Ft. Wayne, Ind., for several weeks.

* *

George C. Thompson, head of the Thompson Pottery Co., accompanied by Mrs. Thompson, plans to leave for Mt. Dora, Fla., next Monday for an extended stay.

* *

A steady and firm tone prevailed at all times during the recent heavy buying season. Buyers placed their requirements with the different firms "at the market," realizing that selling lists would be maintained for many months to come. The jobbing interests seem to be perfectly satisfied with existing conditions, and will be steady buyers at ruling prices. The small buyer who holds the view that it is better to wait will soon learn that he has missed a lot of trade.

* *

One of the recent special items brought out here for baby use is called the "Hard-to-Break" bowl.

* *

Operations in all potteries hereabouts during January were fifty per cent better than during the corresponding month of last year, due to the open weather. While at times there has been a shortage of gas, it has continued for a few days only.

* *

The United Fluorspar Co. has been formed at Paducah, Ky., with a capital stock of \$200,000 by L. S. Carson, A. H. Shemwell and N. R. Farris. The Big Five Spar Co. has also been formed at that point with a capital stock of \$150,000 by W. M. Milner, Albert Likens and T. N. Hazelip.

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AND ALL WILL NEED CHINA AND GLASS.

AS a hotel center New York City leads the country—a position which has been made more than certain for some time to come by the approximate completion of the two largest buildings of this character in the country—the Commodore, in the Grand Central Terminal, and the Pennsylvania, on Seventh avenue, facing the Pennsylvania station.

With the addition of these huge caravanseries the modern high-grade hotels of the city have a capacity in round numbers of approximately 25,000 rooms. While these would seem an enormous capacity and sufficient for whatever floating population the city may have need to cater to for years, the outlook, as viewed by prominent hotel men to-day, is that hotel construction

will be one of the leading activities in the future building here. Focussing of the world's business in this city, they say, will make new hotels a necessity.

=====

NEW PRESIDENT A LIVE WIRE.

THE recently-elected president of the Pottery, Glass and Brass Salesmen's Association, J. Meredith Miller, promises to be a star campaigner for new members, if what he has achieved thus far may be taken as a criterion of his capabilities in this direction. Out of a list of twenty-two applications for membership which were favorably acted upon at a meeting of the Board of Management on Monday, eighteen were brought in through the efforts of Mr. Miller.

This is certainly a brilliant beginning, and sets a fine example for others to follow.

Two death claims were ordered paid at the meeting.

=====

NO CAUSE FOR WORRY.

SOME of the peak wages paid to labor will drop, but there will not be any widespread shutdown of factories, unemployment, or industrial chaos, according to Frank A. Vanderlip, who presented his views on the labor and industrial situation to the Academy of Political Science recently.

"Our subject," he said, "is our industrial victory; and what a victory it was! A great victory, the victory in the fields of France, could not have been won without that industrial victory. It meant co-operation, sacrifice, the gathering together of the vast facilities of this country, and finally the pouring of a stream of war products which simply overwhelmed the enemy. It was a victory that the whole nation took part in and won triumphantly.

"We have been thought at times rather a braggart nation, but really we never told the truth about ourselves. We are amazed at our own greatness: we are amazed at this industrial victory, at that feat that was performed.

"But victories are not bloodless. Somebody gets hurt, and there have been some hurts. We have had to see Government regulations introduced that have been necessary, but they have been unfortunate, because they have brought fictitious conditions into our industrial and commercial life. They have had an unfortunate effect on the minds of people, and we have been led too much to lean on Government, to believe that Government can do things that really in the end Government cannot do. We must return in the end very largely, I believe, to the old condition of individualism if we are to work out our future to the best advantage.

"For my part, I hope to see that return prompt and complete. There are difficulties about that. It would be very easy to argue that we might better go on with that or this thing; that chaos would result from abandoning this regulation or that regulation; but, on the whole, I am convinced that the sooner we return to the old order, the sooner these interferences and regulations are abandoned, the better prepared we will be to start on what must be a long, hard race.

"You have been considering at this conference the labor situation, and certainly there is nothing in the whole outlook that is more important, and we get widely divergent points of view. I have a plumber friend who used to work for me—I am still on speaking terms with him—and he has been earning \$100 a week on Government work. He told me that he was going to continue to earn \$100 a week, and that the Government must provide a job for him paying that much. I know that his views are not unusual. On the other hand, there are manufacturers whom I have heard say that they would have to close down their factories; that labor had to be liquidated; that wages must be cut down. Both points of view are wrong. The Government is not going to provide jobs at impossible wages. Industry is not going to shut down to force liquidation of labor and reduction of wages. We are going to find a middle ground, so that the result will not be an extreme one in either direction.

"One picture is that there are billions of dollars of contracts canceled, and there must be millions of men thrown out of work, and it must be impossible to find works of peace to employ these hands immediately. In some measure that is right; but I think a good many of these contracts, perhaps some millions of dollars of them, were really contracts which were industrially impossible to perform in the time laid out to perform them, and their cancellation does not mean the discharge of men, but the cancellation of paper contracts. Of course, there will be vast contracts canceled and numbers of men thrown out of employment, a period of readjustment that cannot help being harsh in his effects. Still, we have been growing, we have been making normal progress during the last four years, and might remember that we should normally have had 5,000,000 immigrants in that period. We have had practically none and have lost upward of a million of Europeans who have returned. There is a prospect of a considerable outward movement after freedom of travel is again established. We will have from 1,000,000 to 2,000,000 men in uniform for some time to come. So we are not likely to have that overplus of labor which some expect. There has been a great damming up of production of many kinds, and there is a vast amount of work of a peace nature to do, so I don't consider that there is going to be an excess of labor anything like as serious as some anticipate.

"Wages are high and the price of everything is

high, and there is a very substantial economic reason for the currency inflation of the whole world that has been going on for more than four years. European countries have shipped to us \$1,300,000,000 in gold, and every bank in the allied countries has more gold than before the war, forming a great increase in the basis of circulating money. We are on a level of prices where we are likely to remain for some time. While the war is over, war financing is not. There will have to be more loans. Very substantial borrowings are going on. Extension is going on, and I don't foresee a wholesale decline in prices such as some people have anticipated. Prices are naturally influenced by the volume of money, and I don't think there is a prospect of any very extreme changes.

FOR BETTER EXPRESS SERVICE.

TO improve the express service and bring it up to one hundred per cent efficiency, the American Railway Express Co. is about to inaugurate a nationwide better-packing-better-marking campaign.

The purpose of this drive, which will start on February 10 and be one of the most energetic ever attempted in this business, will be to educate the shipping public to higher standards of preparing shipments for transportation by express.

At the same time, express drivers, receiving clerks and others will be instructed not to accept packages which fall below these required standards. In this way it is hoped to reduce the number of "No Mark" shipments received monthly and remove the troublesome features of the claim problem.

SOME THOUGHTS FOR GERMANY.

AMONG the new industries developed in the United States since the European war began in 1914, optical glass, which used to come from Germany, was produced in seven months. Glass for pictures and photographic plates is being made by a machine process that will defy foreign competition. Siphon bottles, of which Germany and Austria sold us 1,000,000 a year, are turned out by an automatic machine.

New devices and systems have increased the competitive power of our potteries. Decalcomanias for transferring designs to white ware, 60 per cent of which used to come from Germany and 40 per cent from England, now come to the extent of 90 per cent from American factories. Porcelain guides, which our textile mills used to buy in Germany for their looms, are now American-made. Chemical pottery, the manufacture of which was practically unknown in the United States, has become an item in our industries.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, FEB. 6, 1919.

"BY THE SWEAT OF HIS BROW."

CONGRESS has not taken up the question of Bolshevism in this country an hour too soon. The best chance of coping with an epidemic is to tackle it at the outset. Every day a disease is allowed to spread, the harder becomes the task of stamping it out. Witness what has been and is going on in Russia—what always goes on when blind, ignorant forces are let loose, as in the reign of the Commune at Paris—murder, rapine, robbery.

And the end has always been, and always will be, the same: When the fanatical horde has done all the damage possible—when cold, hunger and nakedness have marked its followers for their own—they come to a realization of the fact that Utopia exists only in the imaginings of dreamers—that the ancient edict still stands.

AGAINST GOVERNMENT OWNERSHIP.

THE Merchants' Association of New York comes out strongly in this week's issue of "Greater New York" against Government ownership of railroads, express companies, steamships, canals, telegraphs, telephones, cables and radios, and gives convincing reasons for the substitution of regulated private control.

The crockery and glass men are all against public ownership, as results, so far as the railroads are concerned, have proved not at all satisfactory. Even the postal service under the present Administration has de-

teriorated. The mails are in a frightful condition. No dependence can be placed on deliveries. It takes days where it formerly took hours for letters to reach their destination, and publications may be a week in getting as far as Chicago.

No one in the crockery trade wants Government ownership of railroads.

PERSONAL.

THE Mitchell, Woodbury Co., Boston, has added to its staff Michael J. Ryan, for twenty years a prominent figure in the trade, and one of the best known buyers in the East. Mr. Ryan joins the firm to assume the position of purchasing agent, taking the place of Maurice Caro, who now becomes salesmanager. It is safe to say that Mr. Ryan will be as welcome as Mr. Caro wherever glass and pottery are sold, and Mr. Caro is to be congratulated on his elevation to the salesmanship, which office was created owing to the increasing volume of the firm's business.

Frederick Skelton returned to his desk on Monday after being away two weeks on a tour of the factories he represents in New York.

Harry L. Seixas, traveler for Edward Boote, returned on Monday after making a trip that took him as far as Chicago. He will remain in New York to greet his customers during the import season.

H. A. Ross, salesmanager of the Pittsburgh Lamp, Brass and Glass Co., arrived in town this week to consult with Charles Kraft, local manager.

Chas. S. Dennis, chairman of the Association of Wholesalers in Crockery and Glass, arrived in town on Tuesday to preside over the meeting held February 6th at the Biltmore. About twenty-five or thirty of the largest dealers are in attendance as we go to press.

J. W. Saville, buyer for the Zion Co-operative Mercantile Institution, Salt Lake City, is in New York placing orders. He makes his headquarters at 75 Leonard street.

"As clear as a bell," said W. M. Hamilton, retail dealer of Pittsburgh, as he tapped a cut glass bowl in the wareroom of John Davison one day this week. But the tone, good as it was, was not nearly as clear and ringing as his own tenor voice. Mr. Hamilton has sung in church choirs for many years and is now doing con-

cert and oratorio work. His rendition of "It is Enough" from "Elijah" is said to be masterly.



Guy C. Robinson, of Kinney & Levan, Cleveland, is in town to attend the wholesalers' meeting. Meanwhile he is placing some nice orders with the importers.



W. E. Nye, with Maddock & Miller ("Good Old Bill"), was in New York for a couple of days this week getting together his samples for the spring campaign, which he will start next Monday. H. R. Shirley, Donald Miller and Robert Miller, the others of the traveling force, will get out the last week of the month.



Instead of going back to his former position as salesman for E. W. Hammond, as was his original intention, Lieut. William Wagner, who has just been discharged from service, has secured the Salem China Co.'s line for representation in the metropolitan district and is preparing to open a salesroom on the seventh floor of the building at 10 West Twenty-third street in a few days. He is well known and liked among the buyers, and should make a big success with the line.



Mrs. O. F. Larson, who conducts a business at Jamestown, N. Y., arrived in the city last Thursday and expects to remain until Saturday placing orders. She is registered at the McAlpin.



Frank Challinor, of the United States Glass Co.'s local staff, who has been confined to his home with an attack of influenza since his return from the exhibit at Pittsburgh, is better, but not sufficiently recovered to return to business.



I. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y., spent Monday and Tuesday in the city.



R. G. Haugh, who has charge of the United States Glass Co.'s export department at headquarters in Pittsburgh, was a visitor at the New York office last Thursday and Friday.



A. H. Petersen, buyer for Wm. Laubach & Sons, Easton, Pa., is here buying china, glass, toys and housefurnishing goods. He is registered at the Imperial Hotel.



Harry Freese, the old-time French china salesman, who has been in harness so many years as to have almost lost count, and identified with Vogt & Dose till he had become, as all thought, a permanent fixture, retired

on his laurels last month, to take life easy from now on. Everybody likes Harry. He is genial, a good salesman, a poet, a fine talker, and an all-around good fellow, and will be missed in the trade. He has real estate interests in Roseville, N. J., where he lives, and will devote his time to his holdings.



E. A. Gillinder, head of Gillinder & Sons, Philadelphia paid a brief visit to the concern's New York office last Thursday while en route to Hartford, Conn. No matter how severe the stress of business, he never allows conditions to ruffle his naturally genial disposition. The result is that it is always delightful to meet him, and his friends in the trade here regret that they do not see him oftener.



Dent A. Taylor, treasurer of the H. Northwood Co., Wheeling, W. Va., who went to the Battle Creek (Mich.) Sanitarium recently to recuperate from a nervous breakdown, is reported considerably improved.



Theo. Jones, of the Jones, McDuffee & Stratton Co., is in town, registered at the Biltmore, to attend the wholesalers' meeting.



Moey K. Lindner, buyer for the Dohrmann Commercial Co., San Francisco, arrived in town last Friday on his annual spring visit, which, as usual, will last for several weeks. He is making his headquarters at the salesroom of E. Torlotting, 35 West Twenty-third street. Harry B. Tuttle, retail salesmanager for the Parmelee-Dohrmann Co., Los Angeles, accompanied him—his first trip to New York in fourteen years—and after calling on the trade here for two weeks will leave for home, stopping off at various factories with which the firm does business. Mr. Lindner will remain for his usual length of stay.



H. Haruta, of the Taiyo Trading Co., left this week for the Chicago office en route to Seattle, whence he will sail for Japan to spend several months at the concern's factories.



F. J. Cuthbertson, of "Wylie's," New Haven, who was here all the week placing orders, says that since the armistice there has been a better demand for high-grade goods. Since moving to his present location he says his business has increased more than twenty-five per cent.



In celebration of the fiftieth anniversary of the "Jewelers' Circular" the staff and employees presented to V. S. Mulford a "message of congratulation" engrossed on parchment and bound in soft morocco ornamented with his monogram in gold. Mr. Mulford, who

has been at the helm of the publication for upwards of twenty-five years, made a graceful acknowledgement of the gift, saying that but for their faithful service the paper could never have arrived at the position it now occupies. He more than appreciated the loyalty of the staff, and was delighted at being the recipient of such a beautiful expression of felicitation.



Wm. Howell, of Pitkin & Brooks, Chicago, arrived on Tuesday to attend the wholesalers' meeting.



W. E. Hunter, of the Economy Tumbler Co., Morgantown, W. Va., was in New York Tuesday and Wednesday. The new factory, which went into operation on Monday, is the last word in modern equipment. It has an eighteen-pot furnace and a 125-ton continuous tank, and will be operated in connection with the old plant. Mr. Hunter has been the head of all the war activities in his town—Red Cross, Liberty Loan, Home Defence, Y. M. C. A., and everything else. Saturday he goes South for a fortnight's rest.



Max Crueson, buyer of china, toys and housefurnishings for the Cohn-Hinckle Dry Goods Co., Wichita, Kansas, is at the Breslin. He says that copious rains in the fall and a month of heavy snow in December will result in the greatest wheat crop the State ever produced. His business has been fine. As an example he says that two years ago he bought a lot of children's sleds. There was but little snow, and he carried them over. This year before Christmas he sold 200 of them, and has since cleaned out the entire lot.



The "Big Four," who did much to shape the destinies of the old Jobbers' Association, by which name the Wholesalers' Association was formerly known, will not be in evidence this year. Geo. W. Kinney is detained by the serious illness of his wife; Harry Jenness has been out of business for years; Jerome Jones and E. H. Pitkin have gone to the Great Beyond. These four men for years were the mainspring of the Association. All big, brainy men, they worked hard for the benefit of the trade, and their counsel will be missed.



Chas. D. Baxter, with the Shepard Co., Providence, R. I., arrived on Tuesday, and, like many others, found difficulty in finding hotel accommodations. A friend who had a double-bedded room at the Imperial took him in for the night; otherwise he would have had to walk the streets.



Martin Lamon, of Westwater's, Columbus, O., is registered at the Wolcott. He says that John Westwater has a large farm thirty miles southwest of Columbus,

where he is enjoying life. Mr. Lamon reports a splendid business.

THE TOY FAIR.

THE Toy Fair was supposed to open on Monday at the Imperial, but neither the rooms nor the exhibitors were ready. By Wednesday about half the exhibits were in fairly good shape, but it will be next Monday before the show will really be on. H. C. Kupper's exhibit in space 2, first floor, in charge of Leonard Stock, assisted by Arthur Renz, was among the first to open. The Fair will continue through this month.

OBITUARY.

HARRY NORTHWOOD, glassware manufacturer, Wheeling, W. Va., died at his home in that city on Tuesday night of uræmic poisoning, after a long illness, aged fifty-eight.

Mr. Northwood came to this country from England in 1881. His father was a noted glass man in that country, and Harry learned the business under him. He obtained employment here with Hobbs, Brockunier & Co., and later founded the Northwood Glass Co., at Martin's Ferry. The venture was not a success, and after a short interim he started again at Elwood City, Pa. Here again the business proved a failure. When the National Glass Co. was organized Mr. Northwood went to England in that company's interest, but on its disintegration returned, and about 1901 started the H. Northwood Glass Co. at Wheeling, taking over the plant formerly occupied by Hobbs, Brockunier & Co. Here the business was a success from the start.

Mr. Northwood was a genial, jolly, good fellow. In his early days here he was fond of hunting, and, having fine dogs and fowling guns, brought home some good bags.

He leaves a widow; a son, Clarence, who travels South for the concern; and a daughter, Mrs. Robb, the wife of a prominent jeweler in Wheeling.

RECENT CUSTOMS DECISION.

A DECISION just handed down by the Board of United States General Appraisers reducing the tariff rate on rings of colored glass large enough to be worn on the wrist as bracelets has been obtained by Marshall Field & Co., Chicago. The articles were classified as jewelry under paragraph 356, Tariff Act of 1913, and duty collected at the rate of 60 per cent ad valorem. The Board finds duty should have been assessed at the rate of but 45 per cent ad valorem under paragraph 84, as manufactures of colored or decorated glass.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



AMONG a host of things of more than passing interest to be found in the comprehensive display made by the Taiyo Trading Co. (successors to Takito, Ogawa & Co. and the Tajimi Co.) 101 Fifth avenue, are a number of very different styles in candlesticks produced in the beautiful soft-toned Awaji ware in rose, corn yellow, blue, and other tints. A decided novelty is a miniature saucer candlestick fitted with tiny candles and flame snuffer. It is a very cute little ornament, and is also useful where only a very little light is needed.

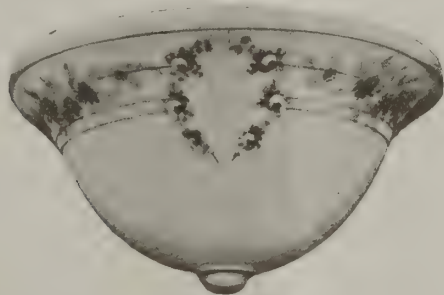


The Edison Lamp Works of the General Electric Co. has mailed a particularly beautiful calendar to the trade. It contains a lithographic reproduction of one of a series of paintings specially designed by the celebrated American artist Maxfield Parrish, in which the deep, rich colorings are well brought out. The inspiration of the painting is expressed by the following lines:

And even the Spirit of the Night,
Lured from her far and dusky halls,
Follows the gleam that falls
Across her throne,
And comes to wonder and admire
How man has conquered light and fire
And made their radiance his own.



Diversity of design and a price range from inexpensive to high class goods makes the line of illuminating glassware exhibited by Paul L. Zoellner at Gillinder & Sons' New York salesroom, 19 Madison avenue, one of



exceptional interest to the dealer desirous of showing something a trifle different from the average. Every type of glassware for lighting purposes is included in the display, and the decorations are excellent. The

creations in deep etched and tinted patterns are particularly striking as examples of artistic cleverness.



The Phoenix Glass Co., 230 Fifth avenue, are displaying one of the best collections of lamps they have ever shown. The bases are distinctive in shape, and



there are a number of beautiful finishes that will appeal to buyers looking for something that differs from the usual. The shades are works of art—hand-painted designs that are beyond criticism.



Parchment lamp shades for both electricity and gas have made their appearance in the local stores. This type of shade was formerly rarely seen in the department stores, its popularity having been confined largely to the more exclusive trade, such as that catered to by interior decorators and the small high-class shops. For gas they are strictly a novelty. Very attractive indeed are those in Italian and Pompeian designs, whose rich colors are wonderfully effective on the soft old parchment tone.



The entire first floor, with the exception of the space used as an office, at the salesroom of the M. Herbert Co. is now devoted to their enlarged line of lamps, which forms one of the most comprehensive and diversified displays to be found on the market, includ-

ing all sorts of decorated wood standards as well as plain mahogany, and a great variety of original styles in silk shades.

Edward Miller & Co.'s line of lamps was never more attractive than at the present time, and a visit to their salesroom, 68-70 Park Place, will prove a revelation to buyers in quest of goods out of the ordinary. New designs and finishes are a-plenty, and of the type that add distinction to any lamp department.

BARGAINS IN ROCK CRYSTAL.

A WONDERFUL array of rock crystal glass is to be seen at the warerooms of John Davison, Inc., 14 Barclay street. There is no display like it in the country. Among other things are a number of decanters that are perfect beauties, but, owing to the Prohibition movement, not in active demand as liquor containers. But there is another use for them. They will grace any cabinet as show pieces, and lovers of fine glass ought to see them, for they are valuable outside of the use for which they were intended. Concessions in price will be made.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 6, 1919

| BREST | | |
|-----------------------------|-----------------------|--|
| Str. Adriatic, Feb. 29. | | |
| 6 packages earthenware..... | A J Fondeville & Co | |
| 1 " " | Gilman Collamore & Co | |
| 59 " " | Maddock & Miller | |
| 2 " " | Munson S S Line | |
| 14 " " | Butler Bros | |
| 37 " " | G F Bassett & Co | |
| 8 " " | T S Todd & Co | |
| 17 " " | L A Consmitter | |
| 13 " " | G W Sheldon & Co | |
| 3 " " | W H Plummer & Co | |
| 9 " " | E Barto | |
| 120 " " | W S Pitcairn | |
| 3 " " | Lewis & Conger | |
| 2 " silverware..... | L S Holtzoff & Co | |

| SANTO DOMINGO | | |
|---------------------------|---------------------------|--|
| Str. Concho, Feb. 3. | | |
| 4 packages glassware..... | American Soda Fountain Co | |

| BRISTOL | | |
|-----------------------------|-----------------|--|
| Str. New York, Feb. 4. | | |
| 10 packages ball clay | Moore & Munger | |
| 192 " " | J B Moors & Co | |
| 498 " " | Brown Bros | |
| 400 " " | G Knowles & Son | |
| 194 " " | L Knowles | |
| 2,639 " " | J B Moors & Co | |

| GENOA | | |
|----------------------------|--------------------|--|
| Str. San Giovanni, Feb. 5. | | |
| 8 packages glassware..... | Borrelli & Vitelli | |

| LIVERPOOL | | |
|------------------------------|----------------------|--|
| Str. Celtic, Feb. 3. | | |
| 47 packages earthenware..... | Maddock & Miller | |
| 4 " " | Tiffany & Co | |
| 3 " " | H C Edmiston | |
| 30 " " | Meakin & Ridgway | |
| 20 " " | E Boote | |
| 38 " " | W S Pitcairn | |
| 1 " " | G W Sheldon & Co | |
| 4 " " | T S Todd & Co | |
| 9 " " | F W Woolworth & Co | |
| 22 " " | A J Fondeville & Co | |
| 3 " " | Butler Bros | |
| 2 " glassware..... | Davis Collamore & Co | |
| Str. Cedric, Feb. 5. | | |
| 19 packages earthenware..... | G F Bassett & Co | |
| 13 " " | H C Edmiston | |
| 23 " " | Maddock & Miller | |
| 21 " " | W S Pitcairn | |
| 2 " " | W H Plummer & Co | |
| 9 " chinawaru..... | J Davison | |

ANTI-TRUST LEGISLATION.

A RECOMMENDATION that Congress give especial attention to the Sherman and Clayton Acts with a view to their immediate revision has been put by the Chamber of Commerce of the United States to a referendum vote of its membership. The proposals to be voted on are four in number and are the results of a special study of the situation made by the Chamber's Federal Trade Committee. The committee recommends that:

Congress should at once consider the situation of all statutes constituting our anti-trust legislation.

There should be formulated standards of general business conduct to be administered by a supervisory body.

An enlarged Federal Trade Commission should be made the supervisory body.

The membership of the Federal Trade Commission should be increased from five to nine.

The report of the committee, after calling attention to a resolution adopted at the annual meeting of the Chamber in April, 1918, which proposed that in view of the economic policies inaugurated during the war Congress should be asked to consider a revision of anti-trust legislation and of the Trade Commission Act for the purpose of amending or replacing them in such manner as to make this legislation reasonable, clear and adequate, points out that the present time is particularly opportune for re-making the laws.

EXPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of December amounted to £44,939. The figures for the month of December, 1917, were £74,401.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Every salesman was more than pleased with the volume of business booked at the glass and pottery exposition which closed here last week.

Not a few reported that the value of the orders booked in the two weeks this year exceeded that of the four weeks' stand a year ago. Every line had a steady sale. Blown and stemware were in excellent request, and the higher-priced lines were in far better demand than had been anticipated.

Among the late January buyers were:

J. W. Saville, for Zion Co-Operative Mercantile Co., Salt Lake City.
Messrs Smith and Sexton, for Phillips-Buttorff Mfg. Co., Nashville, Tenn.
Messrs Boisvert and Pearlman, for Davidson Bros. Co., Sioux City, Ia.
Mr. Morris, for M. Sellers Co., Seattle.
Mr. Lawrence, for Killian Co., Cedar Rapids, Ia.
Mr. Sharp, for Cataract Cut Glass Co., Buffalo.
Will Kite, of Dean & Kite, Cincinnati.
Mr. Rockwell, of the Rockwell Silver Co., Meriden, Conn.
Mr. Ryan, for Webster-Smith Co., Halifax, N. S.
Mr. Carlson, of the C. & C. Cut Glass Co., Minneapolis.
John Erion, for L. S. Donaldson, Minneapolis.
Mr. Newberry, for F. W. Woolworth Co., New York.
Messrs Moorehouse and Norwell, for the May Co., Cleveland.
Mr. Englehart, for Elite Glass Works, Bellaire, O.
W. C. Zabel, Youngstown, O.

Although he does not look the part, Joseph C. Rent, salesman for the Duncan & Miller Glass Co., Washington, Pa., observed his seventy-third birthday at the home of his daughter here last Sunday. With one exception—"Uncle" Billy Patterson—he is possibly the oldest glass salesman now in harness. He received a number of affectionate greetings from his many friends.

The Fostoria Glass Co., Moundsville, W. Va., paid a two per cent cash dividend Feb. 1.

Workmen have been engaged for some weeks raz-

ing the buildings of the plant of the Tarentum (Pa.) Glass Co., wrecked by fire about a year ago. It is not likely that a new plant will be built on this site.

The usual dividend was declared and the old board of directors elected at the annual meeting a few days ago of the Belmont Tumbler Co., Bellaire, O.

Another change in the management of the Ft. Pitt Hotel took place a few days ago. It is now Manager Wasson.

Plans are already under way at Bellaire, O., to care for the annual convention of the American Flint Glass-workers' Union which will take place there in July. This is the first time the convention has been held in the Ohio Valley for many years.

Little possibility exists at this time of any increase in business from scheme houses, which claim that the market is too high on both pottery and glassware for their particular line of trade, and until changes are announced very little buying will be done. Mail order houses, however, are more or less active in ordering just now.

Swaney Hall, sales manager for the L. E. Smith Glass Co., Mt. Pleasant, has been discharged from Camp Taylor, and has resumed his former position with the company. During his service he was in charge of several companies of colored troops in the Carolina Mountains, and he tells some odd tales about these folk.

At the annual meeting of the stockholders of the Central Glass Works, Wheeling, W. Va., the following board of directors was elected: A. S. Hare, Howard Hazlett, E. J. Schaub, James Riddle, Jr., George W. Stamm, Ocas Burdatts and James Steadman. The board then elected the following officers; president, Howard Hazlett; vice-president, A. S. Hare; secretary, E. J. Schaub; treasurer, J. C. Fee; superintendent, James Steadman. Executive committee, Messrs Hazlett, Hare and Steadman. Improvements being made at

the plant to increase production were ordered continued. Commenting upon the affairs of the company the Wheeling "Register" says: "Despite the fact that the company lost considerable trade last year through Prohibition measures becoming effective in States where many customers resided, this will be offset by the turning out of Chippendale ware, the new product added to the company's productions. Many orders for this ware were taken over when the Jefferson company was purchased, and the gratifying statement was made at the meeting that in addition many new unsolicited orders have been received."

The stockholders of the Imperial Glass Co., Bel-
laire, O., have re-elected the old board of directors for the ensuing year, viz., J. F. Anderson, J. F. Mellott, V. G. Wicke, H. E. Prince, L. E. Sands, J. M. Brown, E. N. Dwight, A. T. Muhleman and C. E. Morris. The board will meet February 19 to elect officers.

The last carload of stuff from Follansbee
Wheeling, purchased by the Central Glass Works
W. Va. has been delivered, and in a short time full lines of "Chippendale ware" will be turned out. Many alterations and improvements in the establishment have had to be made to accommodate the line, but once under way the trade will get some handsome and desirable goods. The graceful and artistic contours of Chippendale make a great appeal to refined taste.

THE SALESMEN'S BANQUET.

BUY your tickets and make your reservations early for the banquet of the Pottery, Glass and Brass Salesmen's Association at the Hotel Astor on Thursday, Feb. 13. Unattached men can be seated with congenial spirits if they will let the secretary know that they will be present. It is a big task to arrange the seating. Help the secretary by complying with the request that he be notified early. The speakers will be Rev. S. Park Cadman, Assistant District Attorney I. Rorke, W. E. Wells, and Andre Rauchaud. Tickets are selling rapidly, and the affair will be the greatest in the history of the trade.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A foreman for cutting shop. A man that is a practical cutter and can produce results. Address A 201, this office.

BUSINESS OPPORTUNITIES.

WANTED, the agency of glass factory making large line of ice cream parlor and soda fountain glassware, in tank ware preferred. We cover the entire Pacific Coast and as far East as Denver; have been in the glassware agency business for over twenty-five years, selling to the glassware dealers only. Address A 198, this office.

TO American and Canadian Crockery, etc., Importers.—Advertiser (with experience in the trade) is open to represent above as buyer, and to see to execution and shipment of orders. Moderate remuneration. Address ALFRED P. SWANN, Colour Manufacturer, Burslem, Staffordshire, England.

FOR RENT.

GREAT opportunity in the housefurnishing business in Somerville, the best town in New Jersey. Store to rent is next to F. W. Woolworth & Co. Address F. G. THOMAS, Somerville, N. J.

FOR SALE.

CUT GLASS FACTORY (FORMERLY DEMER BROS., HONESDALE, PA.). AN UNUSUAL OPPORTUNITY FOR PARTY LOOKING FOR A BARGAIN. WILL SELL CHEAP. ADDRESS A 197, THIS OFFICE.

A FIRST-CLASS fourteen-kiln plant for sale. Can be bought very reasonable. For further particulars address DANIEL FRANK, 1245 Forty-sixth Street, Brooklyn, or 80 Bowery, New York City.

ANNOUNCEMENT.

THE business of the late Louis Spevack, known as the W. & S. Mfg. Co., manufacturers of glass and silver-plated novelties, will be continued under the management of his estate.

Complete line on display in Room 506, Fifth Avenue Building.

Also at factory, 210-234 West Twenty-sixth Street.

CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 13, 1919.

CONDITION OF TRADE.



New York The city is crowded with buyers, and they are living up to their profession and placing orders. The Salesmen's Banquet drew a crowd, and the Toy Fair a bigger one. Not only have the crockery, glass and toy men flocked to New York, but all other industries are sending the biggest number of buyers ever known. The automobile show, conventions without number, including the federated women's clubs, have brought more visitors to New York than were ever before congregated here in a single week. Hotel accommodations were inadequate, despite the addition of the Pennsylvania and the Commodore. It is a pity their combined 4,200 rooms were not available. As a matter of fact, the first opened with only 500 and the latter with 700 rooms.

A big business is being done in all lines, and the crockery trade is getting a large slice. Buyers recognize conditions and are not insistent on lower prices, although there are some who, because they have bought "close-outs" or "jobs," are trying to use the lower prices to "bear" the market. Just before the Pittsburgh exposition closed a lot of bar goods were closed out at a reduction and a discontinued pattern in crockery was sold at a discount. The news reached New York and the incidents were played up for all they were worth, but without success.

Prices are firm, and will remain so until there is a change in the labor situation. The reductions in food-stuffs, cotton goods and some kinds of metal wares have led some people to think, or, rather, hope, that

lower prices in crockery and glass are at hand. In time, of course, that will happen; but not for months. Buyers are safe to buy at prevailing prices, reasonably sure that they can unload before the drop. Should there be a clash about labor in the glass trade in July, and in the pottery line in October, prices may go higher instead of lower.

The wholesalers who have been in New York lately report a really remarkable demand for crockery and glass, and wonder where the trade comes from. There is no mystery about it. The \$50,000,000 shortage in pottery alone from which the country is suffering is cause enough for the demand.

The first week of the Toy Fair was disappointing. In the first place, few exhibits were ready, and when later they were made ready there were so many of them that buyers had to take a lot of time "shopping." The exhibits at the Imperial, Breslin and Union Square hotels this year are of a much better class than formerly, and the practices of some over-zealous salesmen in the past have been eliminated. This year salesmen are not allowed to crowd the corridors and annoy buyers, as they did last year. The sales so far are very satisfactory, and the big houses which have warerooms here have done splendidly.

Retail trade here and in nearby towns has improved very materially this week. Department store buyers report a better trade than last year. Back in the country, clear to the Coast, business is good. The wonder-

fully fine weather everywhere has had much to do with it, of course.

Mail orders have been very active during the past week. Unfilled orders on file are sufficient to insure steady operations at all the potteries for months to come. There is an improvement in the labor situation, fuel conditions are also better, and kilns are being fired on about normal schedules. Collections from all classes of trade are reported good. The demand for dinnerware, both plain white and decorated, is active, and for certain lines of specialties is better than for many months.

WEDDING BELLS.

A WEDDING which occupied an important place in the social columns of last Sunday's papers united Miss Elsa Carla Fueslein, the youngest daughter of the trade's veteran salesman, Paul Fueslein, of the Horace C. Gray Co.'s staff, and Philip Grim Schermerhorn, a member of one of New York's oldest and most prominent families.

The ceremony took place at St. Thomas's Church at five o'clock in the afternoon, and was immediately followed by a formal reception in the chantry. Willis Alling, organist of St. Mark's Church in the Bouwerie, rendered a number of beautiful selections. The bride's attendants were her sister, Miss Leonie Fueslein, as maid of honor, and the Misses Gertrude Anderson, Marion Alexander, Constance Schermerhorn and Vera Fueslein. The best man was Major E. Gilbert Schermerhorn, and the ushers Captain Archibald Stevenson, James T. Powers (the actor), Captain Edwin Starbrook, and Paul Gibert Thebaud, Jr.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of November, 1918, compared with the same month in the preceding year, were as follows:

| | 1917 | 1918 |
|-------------------------------|-----------|-----------|
| China, not decorated..... | \$ 14,987 | \$ 12,391 |
| decorated..... | 364,727 | 230,342 |
| From France..... | 48,935 | 27,959 |
| Germany..... | ..... | ..... |
| United Kingdom..... | 62,151 | 36,636 |
| Japan..... | 225,222 | 159,010 |
| Other countries..... | 28,419 | 6,737 |
| Earthenware, not decorated... | 35,861 | 39,619 |
| decorated..... | 173,975 | 199,146 |
| All other..... | 31,784 | 41,533 |
| Total..... | 986,061 | 753,373 |

| FOR ELEVEN MONTHS ENDING NOVEMBER. | | | |
|------------------------------------|------------|------------|------------|
| | 1916 | 1917 | 1918 |
| China, not dec..... | \$ 263,639 | \$ 140,624 | \$ 191,538 |
| decorated..... | 2,962,709 | 3,153,596 | 3,104,826 |
| France..... | 839,187 | 575,179 | 534,466 |
| Germany..... | 239,421 | ..... | 69,012 |
| United Kingdom... | 491,917 | 591,299 | 424,861 |
| Japan..... | 1,214,113 | 1,795,989 | 1,981,183 |
| Other countries.... | 178,071 | 191,129 | 95,304 |
| Earthenware, not dec. | 310,165 | 514,075 | 420,074 |
| dec.... | 1,558,110 | 1,853,507 | 2,029,280 |
| All other..... | 252,959 | 252,089 | 389,776 |
| Total..... | 8,310,291 | 9,067,487 | 9,241,120 |

DOLLS AND TOYS.

| | 1917 | 1918 |
|-------------------------------|-----------|----------|
| Dolls and parts of dolls..... | \$ 26,578 | \$ 1,099 |
| All other toys..... | 163,087 | 27,241 |
| Total..... | 189,665 | 28,340 |

| FOR ELEVEN MONTHS ENDING NOVEMBER. | | | |
|------------------------------------|-----------|------------|-----------|
| | 1916 | 1917 | 1918 |
| Dolls & parts. | 92,607 | \$ 242,133 | \$361,533 |
| All other toys | 1,268,175 | 1,386,565 | 859,844 |
| Total..... | 2,360,782 | 1,628,698 | 1,221,377 |

GLASSWARE.

| NOVEMBER | | FOR ELEVEN MONTHS E'D'G NOVEMBER | | |
|----------|----------|----------------------------------|-----------|-----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$61,826 | \$29,182 | \$448,691 | \$490,625 | \$443,170 |

CHINA CLAY.

| NOVEMBER | | FOR ELEVEN MONTHS E'D'G NOVEMBER | | |
|----------|-----------|----------------------------------|-------------|-------------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$40,773 | \$174,583 | \$1,267,287 | \$1,256,623 | \$1,105,654 |

HYDRATE OF POTASH

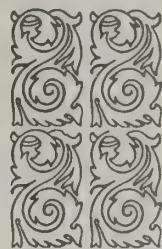
| Containing not more than fifteen per cent of Caustic Soda. | | | | |
|--|------|--------------------------------|----------|------|
| NOVEMBER | | FORELEVEN MONTHSE'D'G NOVEMBER | | |
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$ 56 | | \$16,754 | \$26,013 | .... |

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

| NOVEMBER | | FOR ELEVEN MONTHS E'D'G NOVEMBER | | |
|----------|------|----------------------------------|----------|----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$2,113 | \$ 4 | \$246,717 | \$35,682 | \$17,980 |

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



MORE charming productions in dinnerware and other items could scarcely be imagined than are among a list of patterns recently received by Kennard L. Wedgwood, 133 Fifth avenue, from Josiah Wedgwood & Sons, Ltd. To say they are artistic does not begin to do them justice. Besides several extremely quaint conceptions in dinnerware there is a line of octagonal salad sets in a brilliant yellow with old-fashioned scenes in black and white that are very striking. Sets may also be had in pink or green. Another line that is proving most attractive is a reproduction of the old Wedgwood "spike and leaf" design—a unique combination of figured and floral decorations which may be had in four colors: celeste, yellow, red and green. Then there is the new Bragance shape plate in canary yellow with an irregular embossed border which admits of wonderfully artistic effects in black tracing. Another design is an underglaze hand-painted dinner service combining rich shades of blue and green in a very clever manner. And these are only a few of the good things one may see at the Wedgwood salesroom.

E. L. Bates is displaying a special copyrighted rose pattern from the McKanna Cut Glass Co. in a new line that has created quite a sensation in the trade since its introduction a few weeks ago. Besides the attractiveness and originality of the design, there are so many new shapes and decidedly unusual pieces in the line that it is a distinct novelty throughout.

The Taiyo Trading Co. (successors to Takito, Ogawa & Co. and the Tajimi Co.), 101 Fifth avenue, are showing such a host of good things that one is at a loss to say just what particular part of the comprehensive display is the most interesting. The Awaji ware line, which had long been a specialty with the Tajimi Co. before the merging of the concerns, has been greatly enlarged and is simply irresistible in its beautiful plain color creations of rose, blue, corn yellow, and other shades. Breakfast sets with trays to match remain a prominent feature of the line. In the Howa pattern and Seiji ware there are also an almost endless variety of salable items, while the "Lustro" line shows

three particularly beautiful color conceptions in lustre that are proving immensely popular.

The W. & S. Mfg. Co., manufacturers of glass and silver-plated novelties, whose business is being continued under the management of the estate of the late Louis Spevack, is conducted in the same highly efficient manner that made the concern so successful in the past.



As usual, the line is constantly being added to, and no matter how often the buyer may see it there is always something new to attract his attention. It has generally been conceded one of the most salable lines of its character in the market. And there is every indication that it will maintain the reputation. A complete exhibit is made of the line in room 506 Fifth Avenue Building, as well as at the factory, 210-234 West Twenty-sixth street.

In room 615 Fifth Avenue Building, Abe H. Hays, New York representative of the Crooksville China Co., is displaying five exceptionally pleasing new dinnerware patterns. They range from the conventional border to the most unusual effects in color combinations. Buyers desiring to add something good to their open stock designs should see them.

The Corona Cut Glass Co. has sent its New York representative, H. Benedikt, 7 West Twenty-second street, several new designs that will undoubtedly be well received by buyers. There are four new lines of stemware, besides iced teas, bowls, candy jars, jugs,

tumblers, covered compotes, finger bowls and plates, and various other salable articles. The patterns are very good and sure to find a welcome in any retail store.

A. P. Doctor, New York representative of the Central Glass Works, Wheeling, W. Va., is making a very attractive display of the concern's recently-acquired Chippendale line at his salesroom in the Albermarle Building, Twenty-fourth street and Broadway. It requires several tables to show the four hundred pieces of which the line consists, and Mr. Doctor has arranged the exhibit in such a manner that the buyer can go over the line with comfort.

E. V. Weiss, New York representative of the French China Co. and the Saxon China Co., Sebring, O., has received a lot of new patterns. Among them are the Princess Pat border and several new medallion and sprig designs on the Martha Washington shape.

Geo. Borgfeldt & Co. are putting out some clever composition bronze busts of Foch, Pershing and Haig—excellent likenesses all. The busts are 26 inches high and 17 inches wide, and are offered at \$10 each, or the three together for \$25.

BOSTON BUSINESS NOTES.

NEW shapes in china are making their appearance in the New England market, following the removal of the wartime restrictions to which the manufacturers have been subjected. Even before the Government asked for the co-operation of the manufacturers there had been a voluntary agreement not to market shapes which had already been prepared. Now some of these which were put away in the bins at that time are making their appearance.

The Madison Furniture Co., Madison, Me., has been represented in the market here during the past week, as has also the Lincoln Furniture Co., of Concord, N. H. Arthur St. Lewis, for the James Edgar Co., Brockton, and Miss Peabody, for the Daniel Lowe Co., Salem, have been among other buyers.

George W. Granville has received from A. H. Heisey & Co. a line of samples of their new "visible oven ware."

Adelbert T. Teague, who died in Boston this week of pneumonia following influenza, is remembered here because of his long connection with A. Stowell & Co.,

jewelers and dealers in fine glassware. In recent years he had been a member of the firm of Link & Angell, a New Jersey concern.

The line of metal and art glass lamps made by Kennedy & Ragone, Meriden, will be sold in New England through the agency of the H. P. & H. F. Hunt Co.

There is a general agreement among representatives of Boston houses who have been traveling in Connecticut that business in that section of New England is especially promising. It looks as though some of the money earned in making munitions in the Nutmeg State was about to be spent for china and glassware.

C. J. Robinson, china and glass buyer, and Walter Brooks, silverware buyer, for the Jordan-Marsh Co., were in Corning, N. Y., this week looking over the Hawkes lines of cut glass, and later went on to New York to attend the Salesmen's banquet.

Frank Earley, glassware buyer for the R. H. White Co., says he has many reasons to justify an optimistic view of trade prospects.

CUT GLASS MEETING POSTPONED.

WHEN the annual meeting of the cut glass men held here in December adjourned it was with the understanding that another meeting would be held in New York on February 13. This date was set because it would allow the members to attend the Salesmen's banquet. But owing to the revival in business and the congested condition of the hotels it has been decided to postpone the meeting to a date yet to be determined.

MADE ATTRACTIVE.

GLASS cooking dishes are no longer a novelty. Thus it is, perhaps, that they are now put forth in such attractive holders. Our curiosity about mere glass bread pans has gone; hence it must be piqued. Therefore there now comes forth the glass cooking dish in an attractive frame wherein it may be placed on the table. The glass vegetable baking dish and the glass pudding dish are both in nickel frames. There are, too, little custard cups and also covered ramekins with nickel holders wherein they may be set on a plate and carried to the table. The ramekins show a bit of engraving on the glass covers; and in them all sorts of puddings and other desserts as well as regulation ramekin dishes may be cooked.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Every employee of the Hall China Co. was given a bonus of \$50 Feb. 5 as an appreciation of service rendered the firm during 1918. Accompanying it was the following printed notice: "Through your loyalty and honest efforts (at times under very trying circumstances) you have helped to make 1918 the greatest year in our history. In appreciation of these facts we want you to accept this gift with our compliments.—THE HALL CHINA CO." The action of the company was entirely unexpected. At noon on that day the foreman of each department was summoned and told to distribute the envelopes to his men. No previous intimation of the intent of the company had been announced, and the foremen were as much surprised as the rest. Several employees who had been "laid off" some time ago because of changes in manufacturing were remembered, and the widow of a kilnman who died several months ago was also included in the list. The action of the concern is being commended in the highest terms.

Package manufacturers announce that no chance exists at this time of a reduction in the prices of their product.

This district has been the Mecca for coal salesmen of late. Operators know the value of the locality as a consuming territory and are working the pottery manufacturers as never before. The market seems to be "open," and manufacturers are keen to take advantage of the situation.

Thomas Sant, the clay broker of this city, contemplates a European trip on an early date.

At the annual banquet of the American Ceramic Society, held in the Ft. Pitt Hotel, Pittsburgh, W. E. Wells, of the Homer Laughlin China Co., this city, was the principal speaker. Over twoscore local manufacturers attended the meeting. Mr. Wells said that American pottery manufacturers were willing to work hand in hand with the Ceramic Society at all times, but

that they were engaged in supplying the demands of American buyers, which at this time did not include fine grades of china. When the demand for American china increases the American manufacturer would be equal to the occasion, he said.

Jobbers who think they can get orders filled for cups and saucers only are mistaken. Quite a number of such orders have been returned to would-be-buyers within the past ten days with the suggestion that "orders be so reconstructed that other items are included," Manufacturers cannot run their business on orders for cups and saucers only. Other items have to be put through the kiln at the same time.

Joseph Davis, of the Knowles, Taylor & Knowles Pottery Co., left this week for his usual trip through the Middle West. He will be gone about six weeks.

Among the buyers here were Thomas James, of the T. M. James Co., Kansas City, Mo.; Harry Koll, for Hamburger & Sons, Los Angeles; Miss Schuer, for the George W. McAlpin Co., Cincinnati; Morris Bergman, New York; James T. Sturgeon, for James W. Ramsey Co., Baltimore.

Before leaving on a Southern trip, George C. Thompson, of the Thompson Pottery Co., gave the CROCKERY AND GLASS JOURNAL the following notice: "Orders for fish and large game may be forwarded to George C. Thompson, care Grandview Hotel, Mt. Dora, Fla., from February 20th to March 25th inclusive." Mr. and Mrs. Thompson left this week, stopping at St. Petersburg and other points en route.

The Cartwright Bros. Pottery Co. have closed a contract with the Hoyt Bros. Co. to do all their decorating. The latter concern leased the decorating shop of the pottery last year.

"The Juvenile House of America" is the title adopted by the T. A. McNicol Pottery Co., which will

hereafter make a special feature of juvenile sets, consisting of a cup, saucer and plate. Two exclusive decorations are being used, one series showing children on roller skates, playing baseball and football; the other an assortment of nursery rhymes with decals to match. The high chair baby plate is included in the assortment.

* *

The statement in this column last week of the great need of a modern hotel in this city has borne fruit. Local and Cleveland interests now have the matter under serious consideration. So far over \$50,000 has been subscribed to the project, and an option on an up-town site is to be taken within a month. A house of 200 or more rooms is planned, one floor to be given over entirely to large sample rooms for the display of pottery lines during the January season.

* *

William G. Jackson has recovered sufficiently from his recent illness to start on his usual Western trip for the Taylor, Smith & Taylor Pottery Co., opening in Chicago last week.

* *

An order for 1,000 dozen bed pans was received here a few days ago—the largest individual order of the kind ever placed in this district.

* *

James C. Deens, of the D. E. McNicol Pottery Co., will leave within a few days for a trip over Southern territory, while Zed T. Smith will make a trip through the Middle West.



Buffalo, N. Y. The Buffalo Pottery announces that it will soon resume the manufacture of Blue Willow ware in semi-porcelain. It will be a short line—just the items that go to make up a 100-piece dinner set. They have some stock of other items, but when these are gone only the regular dinner set pieces will be supplied.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- H C Hale, hf, t, Glass Block Store, Duluth, Minn. 200 Fifth ave.
- J A Vermette, s, Dupuis Freres, Ltd, Montreal. 116 West 32d.
- W R Lippold, t, Burgess-Nash Co, Omaha. 200 Fifth ave.
- W L Murray, hf, Murray Sons, Ltd, Hamilton, Ont. Commodore.
- H A Koll, hf, c, A Hamburger & Sons, Los Angeles. 225 Fifth ave.
- H B Morris, c, M Seller & Co, Seattle. 43 Leonard.

- W W Wentworth, hf, t, g, c, Wm Taylor, Son & Co, Cleveland. 470 Fourth ave.
- J F Schmidt, c, Broadway Dept Store, Los Angeles. 95 Madison ave.
- E Dolfinger, hf, c, J Dolfinger & Co, Louisville, Ky. Cumberland.
- J W Boston, hf, t, A Schuchat, c, g, Famous & Barr Co, St Louis, Mo. 37 West 26th.
- H C Tyo, hf, J B Tyo & Sons Co, Odensburg, N Y. Imperial.
- E A Fernald, t, Wm S Butler & Co, Boston. 1150 Broadway.
- H J Adler, l, hf, Newcomb-Endicott Co, Detroit. 200 Fifth ave.
- R H Yarwood, hf, Bowman & Co, Harrisburg, Pa. 1270 Broadway.
- F I Allen, s, Stewart & Co, Baltimore. 2 West 37th.
- A L Sheppard, t, Holliday & Sheppard, Winnipeg. Latham.
- A Shiffer, t, Marshall Field & Co, Chicago. 1107 Broadway.
- E A Ernst, t, H & S Pogue Co, Cincinnati. 366 Fifth ave.
- D Cohen, s, Younker Bros, Des Moines, Ia. 303 Fifth ave.
- F D Levi, hf t, J Levi & Co, Dubuque, Ia. 1133 Broadway.
- F E Fleischmann, c, t, g, hf, I Freimuth, Duluth, Minn. 1170 Broadway.
- G O'Hara, hf, c, t, Trask, Prescott & Richardson Co, Erie, Pa. 6 West 32d.
- B McMannon, c, g, hf, t, Grabade-Eibaud Co, Galveston, Tex. 1170 Broadway.
- L G Wesselman, hf, t, Bailey Co, Cleveland. 37 West 36th.
- W Kenner, c, g, Frederick & Nelson, Seattle. 450 Fourth ave.
- F A Monte, hf, t, G Fox & Co, Hartford, Conn. 141 Madison ave.
- T C Lorenzen, hf, t, Wolf & Dessauer, Fort Wayne, Ind. 6 West 32d.
- M Megahan, hf, t, The Famous, McKeesport, Pa. 37 West 26th.
- E F Loge hf, c, B Lowenstein & Bros, Memphis, Tenn. 225 Fifth ave.
- M Nichaus, c, Scruggs, Vandervoort & Barney D G Co, St. Louis, Mo. 225 Fifth ave.
- K Walker, t, I Halpern, t, hf, Stix, Baer & Fuller D G Co, St Louis, Mo. 116 West 32d
- M Schwartz, c, Golden Rule, St Paul, Minn. 1261 Broadway.

NATIONAL TOY ASSOCIATION FORMED.

THE National Association of Toy Exhibitors was born on Monday at the Imperial Hotel, its object being to further the interest of exhibitors at the annual Toy Fair. At this writing about eighty members have been enrolled, and it is believed that double that number will sign up before the present exhibit is over. Homer Stephens, of the Garford Mfg. Co., Elyria, O., was chosen president, and C. S. Raizen, of the Transogan Co., New York City, secretary.

AT CHICAGO.

THE general condition of the crockery and glass trade of the city has been satisfactory during the past week. All the manufacturers' agents are reporting a good run of business, and much of the uncertainty which existed in the buying end of the market a few weeks ago has vanished.

The number of visitors from out of the city was large during the week, many of them being buyers who have not yet made their Eastern business trips, owing to delay, inventory, and obstacles of one sort or another. Every one of them seems to take the view that business this spring will be unusually good.

"Dun's Weekly Survey" of the Chicago trade has the following, out to-day: "There has been more activity in wholesale business this week than for some time past, but the buying is still for immediate needs, and there is no lessening of the disposition to withhold distant commitments. Merchants of all kinds are in the city in unusually large numbers. They report good business conditions, with encouraging prospects for the spring. The labor situation is the most serious phase of the readjustment problem, notwithstanding the fact that the West thus far is much more free from trouble of this kind than other sections. Business for mail order houses in January was about thirty per cent ahead of the same month last year. Cooler weather has put more snap into the retail trade at the stores, which was lagging a little because of unseasonable temperatures. Financial conditions are easy and collections are satisfactory."

H. T. Dennis, buyer of china and glassware for Becker, Ryan & Co., the big department store corner of S. Halsted and Sixty-third streets, left the city this week on his way to New York and other Eastern points.

F. K. Bourne, buyer for the Lyman-Lay Co., Kewanee, Ill., passed through the city this week on his way home from the East.

W. J. Jackson, of the Taylor, Smith & Taylor Co., East Liverpool, is showing lines at the Palmer House this week. He is being assisted by Ed. Brennan, who makes the suburban trade.

Ed. Downey, of the Brush-McCoy Pottery Co., Zanesville, O., was one of the visiting factory salesmen.

Henry Berliner, Milwaukee; C. R. Fletcher, for Co-operative Store, Salt Lake City; William Bain, for the Dayton Co., Minneapolis; E. W. Merrill, for the New England Furniture and Carpet Co.; L. E. Weller, Plankinton, S. D., and A. P. Douglas, Beloit, Wis.,

were among the visiting buyers in the city. Mr. Merrill was on his way East.

Harvey Moniger, of the Wellsville (O.) China Co., was showing new patterns at the Palmer House during the week.

Col. W. F. Ellisson, sales ambassador for Geo. F. Bassett & Co., New York, is greeting his many friends here at the Palmer House.

J. E. Boring, manager of the Chicago branch of the Crooksville China Co., has returned from a business trip and is showing some excellent new patterns at the Palmer House.

W. T. Darden & Co. have become Chicago representatives for the line of the Jackson China Co. and the Colonial China Co., and are also doing a good business in parchment shade lamps, representing a line manufactured at Maywood, Ill.

Dave Saunders, representative of factory lines and manufacturer of light and heavy cut glassware, is back in the city from Pittsburgh. Dave's ruddy face is wreathed in smiles over the business he did there, and he regards the coming spring as crowded with possibilities for the china and glass trade.

Harry L. Kelly and Ben Pritchard, of Kelly & Reasner, have returned to the city after finishing Eastern trips.

Dent Taylor, of the H. Northwood Co., has gone to Battle Creek, Mich., for a rest.

George W. Milligan, cut glass manufacturer, has returned to the city after completing an automobile trip through Indiana and Ohio. He took advantage of the open winter to make a trip which is seldom made at this season of the year.

Howard A. Carter, formerly assistant buyer for Stix, Baer & Fuller, St. Louis, was in the city last week. Mr. Carter, who resigned his position the first of the year, is considering several propositions, and will announce his new connection soon.

MORE NEW MEMBERS.

AT a meeting of the Board of Management held on Tuesday fifteen more names were added to the membership of the Pottery, Glass and Brass Salesmen's Association. These, together with those taken in at last week's meeting, make a total of thirty-seven, which is a very encouraging outlook for a brighter future than ever for the organization.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, FEB. 13, 1919.

AS the presses are printing this edition the members of the Pottery, Glass and Brass Salesmen's Association are having the time of their lives at the Hotel Astor. It is a grand, glorious "victory dinner;" and everybody is joyous. Next year's banquet may be a "dry" one; so the boys are making the most of this.

THE MERRY-GO-ROUND.

IT is strange that writers on economics rarely refer to the real cause of high prices for manufactured articles—viz., high wages. It has been proved by exhaustive research that on a general average labor constitutes sixty-six and two-thirds per cent of the cost of manufacture, and every increase in wages causes a raise in the selling price, which in turn calls for an increase in another industry. The hatter in Danbury is receiving, say, a dollar for certain work. He strikes for a ten per cent raise and gets it. The employer naturally puts this increased cost on his product. He was getting \$1.10 for a hat, and raises his price to \$1.21. The retailer, in turn, raises his figure, and the consumer pays \$1.65 for what he formerly paid \$1.50. The shoemaker finds that his wages will not permit him to buy a hat at \$1.65; so he strikes for a ten per cent raise and gets it. The clothier, the milliner, the shirt-maker, etc., following the shoemaker, get raises. The hatter finds that his ten per cent increase is not enough to meet the extra cost of clothing, shoes, and other things; so he asks for another ten per cent. Then the

shoemaker strikes for more pay, and in turn is followed by the tailor and the milliner. This pyramiding goes on and on, until the purchasing power of the dollar is lowered to fifty cents. Finally the pyramid tumbles over, and business goes to the dogs.

Little by little, manufacturing starts again, but with lower wages. After a period of comparatively fair business the hatter again strikes, and the whole scheme of getting more money recommences. But with a difference. In the beginning the hatter worked ten hours a day. Not satisfied with his ten per cent raise, he strikes for and gets an eight-hour day. As he cannot, no matter what he says, produce as much in eight hours as he did in ten, he thus increases the cost of manufacture twenty-five per cent besides the ten per cent in wages. Thereupon up goes the price of hats thirty per cent. The shoemaker again finds he must have more money if he is to purchase headgear, the tailor and the others follow suit, and the circle ends with the hatter wanting still more wages, as a matter of course. This time he gets twenty per cent, and the cost of manufacture rises to seventy-five or eighty per cent.

When labor realizes that every time it gets more money above a certain figure it increases the cost of living and reduces the purchasing power of the dollar it will be willing to accept a fair wage for a fair day's work.

PERSONAL.

VISITORS to New York these days who have not made reservations at hotels have hard times, and the experience of James W. Blayne, erstwhile glass salesman, but who now sells sand, is only one of many. He arrived in New York early last week, but could not get in his favorite hostelry. He tried another hotel with a like result. Then from a public telephone booth he called forty other hotels without success.

Well, he could eat if he couldn't be allowed to sleep; so he sought a restaurant. While here he bought a paper and read the advertisement of a Mills hotel which offered board and lodging for respectable single men at \$4 per week.

"Any port in a storm," thought he, and hiked to the place. Could he get a room? Surest thing in the world. He was shown a hole in the wall eight feet by ten, with a ewer and basin and a—well, another piece of crockery—a single towel about as big as a pocket handkerchief, and one chair. The small window looked out on a court. He had to stand on the bed to undress. Anyway, it was clean.

In the morning he asked for his bill and was told it was \$3.

"Why, you advertise \$4 per week."

"Yes, but that is for 'permanents.'"

He paid; but he has some new ideas about Mills hotels.



C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., was a visitor in New York the latter half of last week conferring with Frederick Skelton.



J. Blaine Walker, of the United States Glass Co.'s New York sales staff, who has been from early boyhood in the employ of this company, has resigned to become associated with S. B. Whitlock, local representative of the Hazel-Atlas Glass Co., and starts in his new position next Monday.



Gilbert L. Pitcairn, son of Wm. S., received his discharge from the service last week and returned to work at the Greenpoint pottery, where he is assistant manager as well as secretary.



Joseph Burroughs, the veteran potter, who has had hard times for many years, is now comfortably installed for the rest of his life at the Wm. McKinley Hospital, Trenton, N. J. He is very happy in his quarters, thanks to the endeavors of friends.



W. Smith, with Ryrie & Co., Toronto, Canada, and Geo. Eadie, with Henry Birks & Co., Montreal, who have been visiting New York together, left for home on Saturday. They will sail for Europe late this week, leaving from Halifax.



W. C. Lynch, who arrived at the Imperial last week, acted the Good Samaritan to two or three homeless wanderers by sharing his room with them on different occasions. He also, through the good offices of an employee of a neighboring hotel, found a room over a saloon on Sixth avenue for a buyer. The man was grateful for a place to sleep, but thought four dollars a night pretty steep for a miserable, dirty room. It transpired later that the employee split better than fifty-fifty with the landlord.



A. Abrams, traveler for the Robichek Co., arrived home on Friday from a trip that took him as far as Omaha. He expects to start out again this week for a tour to the Coast.



H. Kai, manager for Soy Kee & Co., the Mott street importers of Chinese goods, left on Monday for San Francisco, from whence he will sail for a several months' stay in China, during which he will arrange for new lines to be brought out by the concern. This is his first trip home in eight years, and he is looking

forward with much pleasure to a visit with his relatives. Mr. Ho Chu, who recently returned from a visit there, will be in charge during Mr. Kai's absence.



Charles J. Dela Croix, of Dela Croix & Wilcken, New York representatives of the H. Northwood Co., attended the funeral of Harry Northwood at his home in Wheeling, W. Va., last Friday.



Alfred G. Moment on Saturday received a letter stating that Georges Magne, one of the proprietors of M. Redon, Limoges, was home. In September, 1914, Mr. Magne was taken prisoner by the Germans and held until January 24, 1919. One can but faintly imagine his happiness after over four years of such an existence.



J. A. Hemple, Philadelphia representative of the United States Glass Co., was a caller at the concern's New York office last Saturday.



E. V. Weiss will leave on Sunday night for a visit to the potteries in Sebring, O., which he represents in New York.



J. Howard Fry, of the H. C. Fry Glass Co., spent last Thursday in New York.



Dana F. Richardson, formerly buyer for the retail department of Burley & Co., Chicago, was in New York last week for a short time. He is still unattached, but willing to take a position. He spent the fall and winter in California and is looking fine.



J. D. Shattuck, New England traveler for Geo. F. Bassett & Co., is in town to meet visiting buyers.



George Dougherty, commercial manager for the United States Glass Co., was a visitor at the New York office consulting with Manager Ed. Craig the latter part of last week.



Kriss E. Wadsworth, salesman for Frederick Skelton, is a firm believer in the influence of clothes when making a sale. He says this is not mere theory, but has been demonstrated by him again and again, and threw open his coat to prove it. The reporter gasped for breath. So overcome was he by the blinding color and bold design that he is quite willing to admit the truth of Mr. Wadsworth's statement. All that is necessary is to let a buyer get one glimpse of that vest, and the rest is easy. It acts like knockout drops. There is nothing like it in New York. It is an exclusive im-

portation from the wild and woolly West. Just where, Kriss failed to mention, but it surely comes from one of the very breeziest sections.



Chas. L. Patterson, buyer for Carson, Pirie, Scott & Co., Chicago, arrived in town on Monday. Like many others, he had difficulty in securing hotel accommodation. He ultimately found a room, however; although it was difficult to believe that he was in the imperial city of New York, and not in some tank town on the edge of the prairie. Running water? Yes; when you poured it out of the pitcher.



Charles Kaiser, with Morimura Bros., will leave for Japan next Tuesday, stopping at Chicago for a short time. His ship sails February 27. He will be gone until June.



Robert Miller, who has been with Maddock & Miller, is now with H. C. Kupper. He will look after city trade for the present, paying particular attention to the concern's new toy department.



J. Q. Adams, buyer for the W. G. Reynolds Co., Burlington, Vt., is in town on his regular spring buying trip, and this time is accompanied by his wife, who has such a charming personality that everybody hopes he will bring her with him every time he comes here.



Louis Reizenstein, of Pittsburgh, and Frank R. Martin, of Detroit, are registered at the Claridge. They always get to New York about this time of the year, and of course will take in the Salesmen's banquet together.



Mr. Jolly, of the De Mar Mfg. Co., Buffalo, stopped in New York for several days this week en route for Atlantic City, where he will take a short rest.



J. M. Saville, buyer for the Zion Co-operative Mercantile Institution, Salt Lake City, who has been in the market for over two weeks placing orders, left for home on Wednesday.



George Landon, buyer for Day Bros. Co., Syracuse, is registered at the Commodore.



Pretty, sprightly, and more attractive than ever, Mrs. J. C. Hoard, better known as Ethel Haynes, sole proprietor of Dunston-Haynes, Sioux City, Ia., graces New York this week with her presence. She has made a wonderful success of her china business, having the only exclusive store of the kind in the city. She started in a store upstairs last June. Her trade grew

so rapidly that in December she took a street floor store, and is getting the patronage not only of the best people in her city, but from the surrounding country. Not only is her personality a drawing card, but she is thoroughly posted in her calling.



Arthur L. Blackmer is at the McAlpin with samples from the Hunt Glass Co. He leaves on Saturday for a trip through New England. Later he will go South.



W. S. George arrived in town last Thursday on one of his usual hurried trips, but concluded to take it easy just this once and remain over to attend the Salesmen's banquet.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 13, 1919.

BORDEAUX

Str. Espagne, Feb. 7.

| | |
|--------------------------|---------------------|
| 1 package glassware..... | Davies, Turner & Co |
| 1 " " | Snow's Ltd |
| 4 " earthenware..... | A Roberts |
| 12 " toys..... | Geo Borgfeldt & Co |

LIVERPOOL

Str. Saxonia, Feb. 7.

| | |
|-----------------------------|-------------|
| 4 packages earthenware..... | Straus & Co |
|-----------------------------|-------------|

Str. Baltic, Feb. 8.

| | |
|-----------------------------|------------------------|
| 2 packages earthenware..... | Maddock & Miller |
| 1 " " | Tarrant & Co |
| 5 " " | T S Todd & Co |
| 1 " " | E Boote |
| 6 " " | Rowland & Marsellus Co |



THE LATE HARRY NORTHWOOD.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The change in the classification of glassware contemplated recently during a hearing before the Interstate Commerce Commission in Washington has failed to materialize so far. It will be recalled that glass manufacturers protested vigorously. To have common decorated glassware placed in the same class as cut glass was stigmatized as out of all reason. No word has come from Washington as to when a decision will be announced, and in the meantime shipments are going forward on former class rates both in carlots and less than carlot shipments.

Dave Prosser, New York State and Canadian salesman for the United States Glass Co., has been looking after special business in New York during the last few days before leaving for his regular territory. Other salesmen for the "States" planned to leave on their Western and Southern routes this week.

"We want to buy a tumbler or glass that will hold ten ounces of beer and two ounces of foam," is the exact text of a request received by a Western glass manufacturer from a European customer. The question arose as to the space two ounces of foam would occupy. The matter was settled for the time being by forwarding a 12-oz. sample glass. "Foam is lighter than beer, and perhaps we should have sent a 14-oz. glass," said the sales manager.

Quite an improvement is reported within the past few weeks in the demand for lighting glassware. Plants are working on very good time, and prompt shipments are reported. With the opening of the spring building season a still further increase is anticipated.

Manufacturers report a decided increase in export orders during the last four weeks. Requisitions are now being received from England, France, Belgium, Canada, Mexico and Australia. Belgium is practically a new customer, and business from that country is go-

ing, in the main, to West Virginia factories. England and Canada are buying from a number of factories in Ohio, West Virginia and Pennsylvania. Shipping space is to be had without trouble at the several Atlantic ports. General lines seem to be in demand, although here and there special stocks are required.

Local glass manufacturers are much interested in the new product of the Lawton Marbleglass Co., of Cincinnati—a building brick with a glass face and backing of concrete. Various facing colors are used. Wall and floor tile with a dull glass finish is also being made by the concern.

Table candy jars are in very good demand, especially those with gold band and enameled treatments

One reason why glass factories have been enabled to keep up production is the fact that the fuel situation has been so satisfactory this winter. Only occasionally has natural gas been reported short. Last year, when the shortage was so marked, and continuous, many manufacturers erected producer plants, and these have been placed in service this season.

The United States Stamping Co., located in the Wheeling district, has brought in another good gas well on property not far from the plant. It is registering a million feet a day.

Juan R. Perez, of Santo Domingo, has written to enamel ware, glass and pottery manufacturers in this district seeking the representation of lines in his country. Correspondence may be in English.

Will A. Rhodes, the well-known pottery salesman, formerly located in Sebring, O., has formed a connection with a local jobbing interest, and will hereafter handle glassware in connection with his other lines.

It was with much regret that glass manufacturers here learned of the fire that destroyed the large warehouse of the George H. Bowman Co., at Cleveland,

a few days ago, causing a loss estimated by the firm at \$150,000. Stocks of glass and pottery were destroyed.

Department store buyers are keen now to lay in stocks for March sales. A number of such orders have been placed, and more business could be obtained by glass manufacturers if particular lines were available.

Mrs. M. G. Bryce, wife of President Marion G. Bryce, of the United States Glass Co., is spending a season in California.

C. D. Tracy, in charge of the cut glass department at Borgfeldt's, New York, was in the market late last week. Buyers reported as being in East Liverpool territory were also visitors here.

AN EXCELLENT PROJECT.

SOME years ago the Ancient and Honorable Artillery Co. of Boston, the oldest military organization in the United States, paid a visit to London, where they were royally entertained. Two years later the Honorable Artillery Co. of London, also a very ancient association, paid a return visit. Nothing in this country was too good for them, and they were well cared for. Among other things done in their honor the Boston company had a beautiful souvenir plate made for them by Chas. Ahrenfeldt. There were just 304 of these plates produced. The ornamentation was elaborate and was an artistic combination of the coats-of-arms and flags of the two nations. Each member of the two companies, to the number of 300, was presented with one. Of the remaining four, one was kept at the factory, one given to M. O. Doering, at that time Mr. Ahrenfeldt's New York representative, one to W. S. Harris, and one to Mr. Jaques.

Mr. Harris has conceived the idea of offering his plate through one of the tobacco funds as a prize to be awarded to the most popular man in the Old Guard of New York, another old military organization. The plan is to charge something for each vote, the plate to go to the winner, and the money to be spent for tobacco for the boys overseas.

DEMOBILIZING MACY'S SERVICE FLAG.

IN a bulletin issued by the War Camp Community Service an account is given of the first ceremony in demobilizing its service flag by R. H. Macy & Co. Three thousand five hundred employees took part, and forty of the 306 stars on the flag were replaced with bars of gold. Four other blue stars were turned to golden stars, and an impressive part of the ceremony was the minute of silence in tribute to the four young

men who gave up their lives. The forty stars taken from the flag represent men who have been discharged from the service, thirty-two of whom have returned to the store.

A PSYCHOLOGICAL TEST.

A CERTAIN great employer of men has put a whimsical idea to valuable use. This man has to hire men and women to fill positions of responsibility. He has interviewed more people for positions of this kind than any one man in the world. Naturally he has some set rules to aid him in selecting those whom he

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A foreman for cutting shop. A man that is a practical cutter and can produce results. Address A 201, this office.

BUSINESS OPPORTUNITIES.

TO American and Canadian Crockery, etc., Importers.—Advertiser (with experience in the trade) is open to represent above as buyer, and to see to execution and shipment of orders. Moderate remuneration. Address ALFRED P. SWANN, Colour Manufacturer, Burslem, Staffordshire, England.

FOR RENT.

GREAT opportunity in the housefurnishing business in Somerville, the best town in New Jersey. Store to rent is next to F. W. Woolworth & Co. Address F. G. THOMAS, Somerville, N. J.

FOR SALE.

TWO glass-engraving machines, perfect, eighty spindles, copper wheels attached, assorted sizes. Will sell cheap. HOWARD GLASS WORKS, 164 Chambers St., New York.

CUT GLASS FACTORY (FORMERLY DEMER BROS., HONESDALE, PA.). AN UNUSUAL OPPORTUNITY FOR PARTY LOOKING FOR A BARGAIN. WILL SELL CHEAP. ADDRESS A 197, THIS OFFICE.

A FIRST-CLASS fourteen-kiln plant for sale. Can be bought very reasonable. For further particulars address DANIEL FRANK, 1245 Forty-sixth Street, Brooklyn, or 80 Bowery, New York City.



SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,

Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo.

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

wishes to employ from the hundreds who pass before him during the year. One of these rules is very simple—so simple as to appear ridiculous. It is a private door which when opened discloses another door set in the same door-jamb, but opening outward.

All applicants interviewed by this man are asked to leave the office by way of this private door. It is on the side of the room opposite to the one through which the applicants enter.

When the young person starts out he of course opens the inside door and expects to step out into the hall. But before he can step out he is confronted by the second door.

The interviewer is watching keenly at this moment. He notices two things: One is the mental reaction of

the person opening the door; the other is the physical reaction. Some people look surprised and start backward; others simply let loose of the inner door and open the outer one and go on their way.

The ones who start backward and look surprised are always employed if everything else about the interview has been satisfactory.

This seems odd, for you would expect the employer to hire those who have enough self-possession to counteract the surprise. But this famous employer of men has discovered that the surprised ones are the best for his work. For much poise means, to his way of thinking, that there is too much disparity between the mental and physical reaction of the individual under test. He requires a fair balance of the two.

Meakin & Ridgway,

Incorporated,

Importers of China, Earthenware and Glass,

129-131 Fifth Avenue, New York City.

REPRESENTING:

MINTONS, LTD.
THOS. WEBB & CORBETT, LTD.
RIDGWAYS (BEDFORD WORKS) LTD.
J. & G. MEAKIN, LTD.
WM. ADAMS & SONS.

Complete Lines Now Ready.

T. W. HAMILTON,

139 Fifth Avenue, New York,

— SALES MANAGER —

Susquehanna Cut Glass Company.

Showing full and complete line of light cut glass at moderate price.

T. W. HAMILTON,

139 Fifth Avenue, New York,

— SALES MANAGER —

H. E. Rainaud Company.

Electric and Gas Lamps.

Many new samples and finishes now on show.

CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 20, 1919.

"Victory Banquet" of the Pottery, Glass and Brass Salesmen's Association.

IT was a happy, good-natured crowd that gathered at the Hotel Astor last Thursday evening, and one heard over and over again, "It's good to see you." "Glad to meet you again!" "I haven't seen you in years." "Shake, old top!" and other expressions of cordiality.

After missing last year's function for the first and only time in the Association's history, the dinner this year was looked forward to with the greatest interest. All expectations were fully realized, and it was pronounced the biggest and best affair ever held in the trade. In a sense it was a merger of the Crockery Board of Trade and the Salesmen's Association, for many who were prominent in the days when the first-named organization entertained were conspicuous at this feast.

The hour spent in social intercourse before entering the dining hall was all too short. Men who had not seen each other for long periods would meet, and almost before they had time to grasp hands some other friend would step forward to greet one or the other, or both, and before they knew it they were parted, to go through the same thing over again. Almost everybody knew everybody else. It was a big family party, and a mighty pleasant and happy one.

A little after eight o'clock the bugle sounded, and the guests were ushered into the dining room. Contrary to the usual custom, instead of the officers and

invited guests leading the procession, these dignitaries waited until all were in, and then marched to the head table. It was a new idea, and worked well. The tables were arranged to seat groups of from four to thirty, as follows:

SPEAKERS' TABLE

| | |
|--------------------------|-------------------|
| J Meredith Miller | Rudolph Gaertner |
| Brig-Gen Chas H Sherrill | F S Hogg |
| J Duncan Dithridge | Max Levy |
| Rev Dr S Parkes Cadman | M G Plant |
| Lee Kohns | Sig Herbert |
| Major Lorillard Spencer | Charles Wise |
| D King Irwin | George J McCartin |
| Sergt Andre Rouchaud | John A Nixon |
| W Edward Wells | Thos F Tunstall |

No. 4

TABLE No. 1

| | |
|------------------|--------------------|
| Henry Witte | Gilbert L Pitcairn |
| Harry I Bunker | George O'Hare |
| Jesse Birn | T B Cannon |
| Charles F Patten | Howard Watts |
| A L Wagner | Edw C Ledger |
| John V Storck | C Brush |
| E T W Craig | Mason Shoup |
| Jerome Engelman | John McClellan |
| Charles Anderson | Harold Clark |

No. 2

| |
|----------------|
| Mr. Jaques |
| Jacob Friedman |

No. 3

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| Lee Schoenthal |
| Arthur Freeman |
| Adelbert S Baker |

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| A Hellenthal |
| C H Hurlburt |
| Chas E Cardon |
| Chas Hennings |
| Robt A Heideck |
| A W Schenck |
| George Landon |
| J Edgar Wanzer |

No. 5

Jos F O'Gorman
Harry R Berlinicke
David J Wagner
Howard R Handy
Wm P Jarvis
Henry C Wagner
Everett Ward
Dr M F O'Shea

No. 6

Percy C Quintard
Henry B Tuttle
George Hamilton
David E Harrison
Jos M Watte
George Lobsitz
H C Kupper
E W Schulz
George B Jones
Bayard Hawthorn
Henry R Shirley
John J Miller
Wm T Rott
Allen Lees
Louis Reizenstein
Leonard Stock
Arthur Renz
George Higginson
M K Lindner
J Joseph Snyder
Donald M Miller
Carroll L Robinson
David Chandler
Wm Junor
Albert Weber
Robt D Miller
Charles H Yaeger
Wm Handel
Fred C Brey

No. 7

W C Lynch
Ira A Jones
Geo Mitchell
Harry Hunt
Herbert K Connor
F L Morecroft
Thomas J Cronin
Chas Patterson
Chas A Postley
D E McNicol
Edwin F Bckee
Jas B Hutchins
Geo Turner
Chas Schlessing
Arthur Blackmer
Jack Patterson
Frank E Fleischmann

No. 9

H Siegel
Max Hoffman
George D Peck
Arthur E Souies
Oliver S Atterholt
Leon Sultan
Max Friedman
John Fallon
A G Stier
Louis Hinrichs
R E L Wells
C M Dapler

No. 10

Wm S Pitcairn
M T Lester
B A Levett
L J Gasper
R Slimmon
W Q Wilcox
W S George
F I Appleby
George Watts
O G Reimann
E H Wade
George E Minard
Henry Nerlich
F E Crotois
Jos Hurd
Guy Hawthorn
E Morris

No. 11

E John Ridgway
Paul Millelot
T C Lorenzen
Alex W Mackenzie
Thos James
Robert Lambert
Norman C Walker
Wm Shindler
Fred J Cuthbertson

No. 12

Hugh C Edmiston
A Fred Tepe
George Roland Lemcke
Hugh C Edmiston, Jr
Albert H Burton
John Campbell
J N Burton

No. 14

Justin Tharaud
Win A Hines
Thomas F Neely
Maurice Caro
A J Fondeville
Edmund Torlotting
Robert W Corey
Albert Lessing
John J Hines
Michael J Ryan

No. 15

E W Hammond
Max Hirsch
E Stein
Julius Hirsch
Louis Barnett
Max Herbert
Wm Wagner
Robert H Yarwood
Felix Wohlgemuth
Samuel Neuwirth
John H Harris
George R Nixon
Julius Rosenfeld
Mark J Donaldson
M S Benford

No. 16

Kennard L Wedgwood
F W Jenkins
Walter E Knowles
Charles R Service
Fred D Farrell

L S Owen
Alfred G Moment
L E Kilmarx
H C Taft
Thomas Smallwood
J H Cecil Watson
George H Service

No. 17

Harry K Tetsuka
Edward Gibson
Louis C Greeman
T Nakayama
E L Van Buskirk
W Harry Haywood
Wm H Schreiber
Henry Morris
Fred Langfelder
Charles W Cowles

No. 18

D Carlton Tracy
Fred C Groh
W Clifford Newland
C Fred Baumgartner
Carl Sollman
William Kramer
J R George
Charles Zimmerman
Carl Bethmann
William J McQuilland

No. 19

Thos W Hamilton
R Goetschins
F G Brost
M A Van Norstrand
Louis Klayf
F C Schmidt
E B G Huber
A Baroff
Wm J Simon

No. 20

Henry Benedikt
B Schweitzer
John Rothfus
Wm Benedikt
Isador Feldman
Edw E Hamblin
Victor C Benedikt
Sidney J Adler

No. 21

John Nixon
Joseph Magid

Charles Herman
Louis Levien
Chas L Weddle
Alex Sinai
Thomas Shotton
Chris Fleury
Geo G McCaskey
H Krish

No. 22

Edmonson Warrin
Harry Schwartz
Charles Potter
Fred Duclos
Gabriel Verneuill
Jas P Gordon
George Spear
Fred Sands
Benj F Linn
James McIntosh

No. 23

Louis D Siexas
E L Brown
Benj Forman
Louis Zullman
Simon Roth
A Nungresser
S W Farber
Alex G Menzies
I Sacks
Mr Hirschfield

No. 24

John Davison
Ralph King
I G Noble
Frank Martin
Ed Dolfinger
John W French
Ed Ernst
R A Williams
H P Muirheid
Arthur V Rose

No. 25

E F Anderson
Ed Goodman
Robert Abel
F H Doremus
Fred O Shattuck
David Littlejohn
L M Englehardt
John F Farbridge
Fred Geotz
Wm F Rode

President Miller, welcoming the guests, said:

Fellow Members of the Pottery, Brass and Glass Salesmen's Association, Friends and Honored Guests: Two years ago this month we celebrated in this historic ballroom the Silver Jubilee of our Association. It was the greatest social triumph in our history. War clouds were forming, but they had not broken. We were still at peace with the world.

Last year it was quite different. We had nothing to celebrate. We were at war. Uncle Sam had thrown his hat into the ring with the Allies in the fight for the world's freedom. He went into this fight to win with the doggedness of the Britisher, the vivacity and courage of the Frenchman, the daring and fortitude of the Italian, and the heroism of the Belgian—all rolled into that irresistible force known as American pep.

Thank God, the war is over, and our side won!

We are proud of our share in the victory, and we so declared ourselves on both armistice days individually; but tonight we meet to celebrate it as an Association in conjunction with our 27th Anniversary.

So, gentlemen, I welcome you to our board tonight to satisfy the inner man and make merry.

It has been the custom at our banquets since the earliest days of this Association to lift our glasses and drink to the health of the President of the United States. There has never been a time in the history of our country when this time-honored custom could be observed with greater sincerity than now, so I propose we drink to the health of the man who has so successfully led our country through war to this glorious victory. Gentlemen—"The President of the United States!"

All joined in singing the "Star-Spangled Banner," and then began the business of the evening.

MENU.

Huitres de Cape Cod
Okra de Volaille a la Louisianaise
Celeri Olives Noix Salees
Filet de Sole de Limande glace, Heloise
Pommes de terre en Bordure
Ris-de-Veau braise au Madere
Petits Pois nouveaux, St. Cloud
Poussin farci roti au Cresson
Salade Panachee
Bombe Mireille Gateaux de Victoire
Cafe Noir

Haut Barsac, 1909

At ten o'clock, when the coffee and cigar stage was reached, President Miller arose and said:

Before making way for our toastmaster in the excellent program arranged for this evening by our Banquet Committee, I want to take this opportunity to thank you for electing me to the presidency of this organization for the year 1919.

They tell me that I am the youngest man ever so honored in the history of this Association, and I want to say that I shall try to leave behind me a record which neither you nor I need be ashamed of.

For the past two years we have all been so absorbed in war activities of one sort or another that the membership campaign launched by our former President Dithridge in 1916, and which promised big results in 1917, had to be laid on the shelf until the "real big job," that of winning the war, was finished.

We have now taken the Dithridge campaign out of camphor, and have found its machinery in perfect working order, as you can see from the fact that we have already enrolled thirty-seven new members since January 1st—more than we enrolled during the whole year of 1918.

It is my ambition to see the membership reach the 1,500 mark before I leave office next December, and I know I have your full support in reaching this goal.

I have set for myself the task of enrolling at least fifty new members this year, and I am going to try to make it 100.

So, gentlemen, I thank you again for having chosen me from among so many others who might have had prior claims to this office of president of your Association; and, as I said before, I shall try and measure up

to the high standards set by so many of my distinguished predecessors.

It gives me great pleasure to present our toastmaster for tonight—a gentleman who needs no introduction—you all know him well—Mr. J. Duncan Dithridge.

Amid great applause Mr. Dithridge rose and said:

Some men—if I may be permitted to take liberties with certain lines of the immortal bard—are born toastmasters, some achieve it, while others have it thrust upon them. I was not born a toastmaster, neither have I achieved any distinction in that doubtful art—but I am one of the others who have had the job thrust upon them. When your committee asked me to enact the role of toastmaster I received the suggestion with the same degree of enthusiasm as you gentlemen are going to welcome prohibition. But upon reflection I concluded that if our good friends here could survive the painful ordeal there was no good reason why I should not acquiesce. I therefore approach the business with the natural modesty befitting one of my shrinking nature, who would much prefer to remain in a state of innocuous obscurity.

Once upon a time there was a man who thought he wanted to own the earth. Then he had a vision and dreamed he did own the earth. Then he dreamed the assessors came around. Then he woke up. That man is now temporarily residing in Holland. There is sitting at this table tonight a gallant soldier from France, a man who did his share to awaken the late tenant of Potsdam from his greedy dream. It is an honor to have a guest from the fair land of the much beloved Lafayette. The land of which it has been so aptly said: "Every man has two countries—his own and France." Sergeant Andre Rouchaud, whom I have the honor of introducing, spent nearly three years in the trenches, where life was more horrible than death itself, and will tell you a few of his experiences.

SPEECH OF SERGT. ANDRE ROUCHAUD

Gentlemen: It is quite an honor to be among you—among men connected with the line of business I have known since I was a child, and in which I still would be interested had not war forbidden. I realize perfectly well that the war is over and that there is little use in speaking about a subject which everybody is familiar with, and which has been described very often much better than could be done from my experience. But to give you an idea of what luck is, and how your life sometimes depends upon it, I will tell you that I have gone over the top several times—more than I wanted to—but every time full of confidence that I would come back.

I was in Mexico when the war broke out, and I could not see the first Battle of the Marne, but I got there in time to help attack and capture forty-five enemy positions. I was wounded in one of these encounters. I remained in that sector for nearly a year, and then went with my regiment to Verdun, in December, 1915. I took part in the first fire, and stayed three months in St. Mihiel, going back to Verdun in May, 1916. I never had a scratch there except that occasioned by the pets of the trenches, the cooties. I shiver at the thought of them.

My regiment, which had suffered heavily, had to be reformed, and we were sent to Alsace for a short time. In July we received orders to get ready for the big offensive, in conjunction with the British army. Twice we went into action, with the result that, at the end of September, my regiment had to be reformed again. We were sent into Champagne—near Rheims—and were prepared during the winter for the famous offensive of 1917.

On the 16th of April we went over the top, taking all the trenches which were our objectives, and by noon had advanced four miles. At night we were informed that the Germans were to counter-attack, and at seven o'clock we fell back. I was the first man out of the shelter, and saw about five hundred Germans some distance away. They immediately opened fire, but I escaped, running from shelter-hole to shelter-hole, at times shooting at the foe with my automatic pistol. I had a lot of holes in my coat, but none in my skin. Our other men came and engaged in a fight with the enemy patrol, killing two men. This was the signal for a general engagement. After the action, which lasted four days, of the two hundred men of my company only thirty survived.



SERG. ANDRE ROUCHAUD.

We filled the gaps with reinforcements once more, and my regiment was sent into Champagne with the Fourth Army further north. There, a little over a year ago, I received orders to come to this country as an instructor. You cannot imagine how glad I was. I knew that, coming to America, I would find very good material to make the best soldiers with little training, and that this would bring the balance into our favor. Every camp gave me a hearty welcome, and the men were always interested in what I knew and anxious to put it into practice.

I am glad to read in the newspapers that about 200,000 Americans are going to stay on the other side. I hope it may be true. Your soldiers have always given the best results.

Let us hope for the future. We need a new power in our life—we need your ideas. We need a new impulse, and we must start it right now, for we want to have all the profit of our victory.

"The next speaker is the Hon. W. Edward Wells, G. O. P. of Pinehurst, New York and East Liverpool," said the toastmaster. "G. O. P. refers neither to his politics nor his age—but Golfer, Orator, Potter; and he is scratch man at all three. Everyone here concedes that about his oratory and his potting, and if you don't know

it about his golf—well, just take him out on the golf course and see how much there is left of you. I think he takes more pride in his golf than he does in his potting and his A. D. speaking, because, after all, potting is mainly physical, and A. D. speaking is largely mental. But golf is a delicate blending of both. We have him with us tonight in one of his happiest moods. He is going to talk about 'Friendly Enemies.'"

ADDRESS OF W. EDWARD WELLS

I desire first, lest I forget it, to thank you for that applause. I always like to get the applause at the front end of a speech, because I have had varied experiences on the platform, and I never know what is coming at the rear end of my talk.

Until late this afternoon I had no intimation of the topic I should discuss. Joe O'Gorman telephoned me that I was to talk to you about "Friendly Enemies." And immediately thereafter I was compelled to revamp my entire speech, because I came over here in a hostile humor. I came here in a ruthless mood. I expected to be a real Hun tonight. But I must remodel my remarks along the line of the dictator of the affairs of this Association, Joe O'Gorman.

Since 1916, when I had the privilege of joining with you in revelry—since that night when I stood here and tried to make friends of you, and succeeded in making enemies of most of you—since that night there has been an international shuffle, and there are not so many kings and queens left. A certain illustrious knave has gone into the discard, and now the chips are all in the pot and democracy holds a straight flush. Autocracy tried to bluff it through with a club bobtail; but all the hearts and all the diamonds of the whole world were tacked against autocracy, and today she is frozen out of the game forever.

I realize when I spring a chestnut, and I know that it is a dog-eared platitude when I say to you that the last three years are the most momentous in the world's history. But although we may say it over and over again, we do not quite realize—we do not come within miles of realizing—all or any large part of what it means. We are too near the event to grasp its vast significance. In many ways our senses are dulled by the overpowering immensity of events. Things in our daily life are not so very different. Our daily routine moves along in much the same old way. Those of us who make or sell pottery, either as a pastime or for profit, are planning for business as usual. We are looking forward longingly and hopefully for the return of the dear old days when the antics of our competitors were our gravest concern.

Now, listen! Don't you agree with me that all of us are sick and tired of that thing we call a sellers' market? The art of salesmanship has passed into desuetude. An order does not have the same good taste that it used to have. And some of you, I fear, have acquired a masterful possession of the art of prevarication about deliveries. Is there a single man who would not hail with delight the speedy return of those days and those things that existed before the war—the speedy return of the good old prices, when a dollar's worth of stuff and when you took something off the bottom of an invoice instead of sticking something on? Why, there was a time—some of you older men will remember—when it didn't take a barrel full of greenbacks to pay for the empty barrel. And there was a time when the scent of the battle of competition was sweet incense in the nostrils of the fighting salesman. Oh, man! If by the wave of a magic wand or a pass through the air we

could but bring back those good old days, and with them the good old McKinley tariff! But—

"The tender grace of a day that is dead
Will never come back again."

No, men; we will never get back to that old port; that safe, sweet haven is closed; that harbor is buried under the flotsam and jetsam of war.

We are now in the transition period, and the transition period is the danger period. We are moving quickly, somewhat blindly. Borne upon an irresistible current,

people of Europe could worry along as they have done without us. But the time has come when they will no longer have to deprive themselves of the luxury of serving their feasts upon earthenware from "the land of the free and the home of the brave." You may thrill a few thrills, or maybe you will throw a fit, when you read the legend across our letterheads: "Potters to His Majesty, King George V." But that's not a particle more strange than the spectacle of our President dining at Buckingham Palace. You may gasp a few gasps when



J. MEREDITH MILLER, PRESIDENT OF THE ASSOCIATION.

we are groping in semi-darkness. But the light is breaking, and while it takes a stronger vision than mine to see all the things that may happen in this dangerous journey of the pottery craft, there are some things that I do see and that you ought to know in order that you may trim your sails accordingly. One of these days the stamp "Made in America" on the bottom of a plate is going to take a voyage around the world. If we must send abroad the food to feed the world, does it not follow, as the shadow follows the substance, that we shall send abroad the dishes on which to serve that food?

For years and years I have been amazed that the

you find Bill Lynch registered at the Staffordshire Inn and dreaming a scheme of how to get the trade of Burslem. That's no more of a dream than the picture of an army of doughboys guarding a bridge at Coblenz. And you have a brand-new sensation coming to you when you behold for the first time our showrooms de luxe on the Parisian boulevards. I submit to you that if it is true that trade follows the flag, why should not pottery follow the President? I have been making a silent appraisal of the bunch here tonight to see if I could find raw material for a London agent. Is there anyone here that would care to be my ambassador at the court of St. James?

This is a big world. There is room enough for us all without crowding. Representing the American potatoes, I may say to you importer pirates that we might make peace with you without victory. We do not want it all. Now, here is a serious proposition: We stand ready to enter into a league of nations with you. We will describe the outlines of the territory in which you must confine yourselves. Nothing could be fairer than that we should surrender to you the exclusive rights to Bulgaria, Beloochistan and Czechoslovakia. Over here on our own side of the water we will be equally generous. I rather think that if the right pressure were brought to bear on us we might concede to you the exclusive rights in Arizona, Nevada, Idaho, and Alaska—on condition that you stay out of the rest of the country.

I don't imagine there is a man here who ever suspected me of such reckless liberality. But now that we are all allies, I feel that it is my patriotic duty to extend the glad hand across the seas. I would not be a faithful interpreter of the fourteen points if I did not sweep away every barrier that stood between us, and not only grant to you the freedom of the seas—to sell all the goods you can thereon—but also to give you free access to the finest scenery on God's green earth.

And, besides, I want to give some adequate return for this fine entertainment. You know, this dinner is not costing me a cent. This is probably the very last time your hospitality will be measured by quarts, and before the last chance vanishes, my good friends, I raise my glass to you and propose a toast to the fast disappearing old order of things, and to the dawn of a new era.

"The last time I was called upon to introduce a minister at a banquet," said Mr. Dithridge, "I approached the matter with that degree of reverence and humility becoming the laity when contemplating the clergy. Instead of wearing the garlands which I placed upon his brow, he cast them off and disclaimed all the nice things I said about him, which made me feel very much like the darky who was about to be hanged. The latter was standing on the gallows, and the faithful pastor at his side asked him if he had anything to say. The condemned man thought a moment and then replied: 'Well, Mr. Preacher, this is certainly going to be a powerful lesson to me.' Since that time I have discovered that preachers are very much like other men, only a little bit more so. It is a genuine pleasure to have with us the Rev. Dr. S. Parkes Cadman."

ADDRESS OF THE REV. S. PARKES CADMAN

First of all, I wish to congratulate you upon the business in which you are engaged, because beauty accompanies it. To attain your high purpose you should make the best possible pottery, which, circulating in the homes of all, rich and poor alike, will impart to them an artistic sense and appreciation. We have a long way to go in that direction, judging from the horrible specimens which I see in my western trips. Of course, at the same time, it is only fair to remember that the education of the multitudes who flock to our shores is a matter of time and gradual development. You can't expect a boy to start the study of English with Herbert Spencer; nor can you expect a southern immigrant to appreciate china.

I have taken a very great interest in this business, and if I were not limited by my ministerial income I would be still more liberal in my interest. But as it is, I am obliged to come and address you in this fashion in order

to get my china at the proper rates from Mr. Pitcairn.

All people, as they enter more deeply into its aspects, become more and more interested in this trade. And I know that you are not in this matter merely for gain—that would be a grievous misfortune—but for higher results than those attached to mere commercial profit. I am well aware that is the only thought uppermost in most men's minds. But they cannot take their money with them when they die; and if they did it would melt. They might as well take what I believe to be the only reasonable view of the whole situation. I have lived long enough to be able to inform men that money is only a



REV. S. PARKES CADMAN.

hindrance to their true development. Indeed, it may be used wisely in a constructive manner, but just as often it is in the hands of those who can only employ it destructively.

I am here to remind you that we are trying to construct a new world, but we shall only be able to construct the new world out of the old material. I came up in the subway this evening and I met a gentleman who had apparently taken some spirits down to keep his spirits up. He told me confidentially that he was eager to reform Russia. I said: "If you start to reform yourself you will have enough of a contract."

It is easy to tell you, from the pulpit, to be good, but the real difficulty begins on Monday morning, and sometimes before. And I do not say this is a pessimistic spirit, because I have great faith in the fundamental righteousness of men. The late war has shown us that men who had been thought utterly useless were able to develop, under the pressure of this conflict, the most amazing and splendid characteristics.

Now, gentlemen, you know, from your business, that things ought to be estimated by their cost. The cost of the war ought to sober all of us. If you placed the dead in front of this hotel in marching formation, and had them march by the door, it would take them three months to pass. And that is the sobering thought that is passing through my mind.

I do not think of the multitudes who aim only to get and spend. I ponder, rather, with eyes of faith, on those unmarked graves of the silent sea, on those who died in Flanders and in France, on those who poured out their blood like water that you might sit here and eat and discuss in safety. Remember that, if you have been redeemed, it was only at a very great price.

We estimate this crisis by the fact that, for the first time in the history of English-speaking peoples, there has arisen the beginning of a spiritual union. I have no faith in meaningless triumphant demonstrations and speeches unless all these efforts are sustained by a profound and healthy general sentiment. It would be useless to deny that alongside of these various bonds there have been some rather active and rampant dissensions fed by fiery orators and sustained by all the enthusiasm of ignorance. It has been my desire for the past thirty years to remove the groundless assumptions and the baseless propositions which have been advanced in the endeavor to keep English-speaking peoples from coming together—an action on which the whole future of the human family rests. The history of the nations has often been conceived incorrectly, and has been written, more or less, in false terms. One-third of the histories in our public schools should be thrown out, because they misstate facts. We defile the youthful minds of our nation with wrong prejudices, and these fantastic ideas take a hold on our youth and are sustained with energy worthier of a nobler cause.

The same thing exists in other parts of the English-speaking world. The Englishman often refers to the fact that he was born on an island. We have to broaden out in all directions beyond our provincialism, and cultivate that statesmanlike attitude towards grave questions which have cost the lives of eleven millions of men. I would not deem myself worthy to speak to you on this topic had I not zealously labored myself to obtain a wider and more urbane prospect which perhaps enables me to grasp the significance of existing relations.

Now, so far as the war is concerned, we ought to acknowledge the great debt we owe to the British navy. While, for three years and more, we were considering where our duties lay, that navy sustained the issue until we came into it. Had it not been for that navy, which has been the advance agent of civilization for more than a hundred years, there is no doubt that Germany would have won, and we should now be building an immense navy and mobilizing a tremendous army to resist a victorious invasion of our shores. The schedule of Germany, in the first instance, was attended by an arrogant and ruthless lust for power; her prospects were actuated by her initial success, and not checked by non-success. As her thermometer mounted, she changed her note and proclaimed a war of universal aggression, based upon the supposition that we would be cowed into submission. Everybody here knows that I am only making a calm statement of the actual facts. Well, during that period, what was it that enabled you to continue with your peaceful pursuits? What was it that saved England from the ravages of war? What kept France and Belgium from starvation beneath the heel of a damnable brute like Germany? What kept the other powers in line but that fleet which does not advertise, which in winter storm and summer heat has done its noble duty, and has had less to say than a doughboy returning back from a few weeks at the front?

I yield to no man in my admiration for our armies. And don't forget that there were no less than eighty-six nationalities and one hundred and ten languages represented in the forces on the western front. Among the bravest of the brave were our own colored men who returned to this city yesterday and today. The blood of

a colored man is just as red as the blood of a white man, when shed in a holy cause, and I am confident that the disfiguring racial prejudices which have all too often usurped the more rational natures of men will no longer extend to illegitimate boundaries. Let us be thankful for armies which are our allies and not merely our associates. What is mere diplomatic language in the light of their sacrifice? What are the most idealistic statements of Presidents and Princes, contrasted with a legless or armless lad, or a mother who has given the product of her womb to be the country's saviour on the frontier of battle? There are three kinds of eloquence: that of the public speaker; the greater eloquence of the press; and the infinitely greater eloquence of deeds. Not all of these are at our command. I can only use the first. I have no deeds to offer to my countrymen. And any lad who has been at the front is infinitely more sacred to me than the greatest orator in the land.

Now we come to the important question of how we are going to conserve the fruits of this great victory. Peace is harder than war. We can summon a million men—aye, fourteen million—if the institutions of this country are in danger. In an instant we put an element into our selfishness which made effectual resistance. But in the matter of peace you must harness your mind—a task which is a good deal harder than harnessing your body; for you must drop your petty selfishnesses. Some men are constitutionally incapable of such an act; but the majority are not.

I plead for the League of Nations in a most urgent way, because it is the only means of escape from the old stupid type of nationalism which builds high walls around a country and lets the rest of the world alone. That is a method for idiots. Apart from any religious question, it is imperative that you become more closely affiliated with your brothers around the earth. However, I do not believe in throwing out nationalism as some accursed thing. I do not believe in sacrificing those deep and pointed loyalties everywhere so apparent. I notice that a man begins in the love of the one and goes on to the love of the many. You don't love your wife because you love her relations, the Lord knows! If you love her relations at all, you love them because you love her, from whom your love branches out. If you begin with yourself, and search yourself out personally, it will be just as psychological. My first consciousness was my mother, and then my father, and then my brother, and then the Methodists, and, after a long intermission, the Presbyterians. And so I journey on.

I recall how I once went through the towns of Mississippi Valley impressing the people by telling them that I was a New Yorker. But in these recent days, seeing so many men coming to these parts, and speaking to them, I cast the map away, saying, "Thank God I am an American!" When I read of the conduct of those little contemptible Eastern invaders who meted out a fate to those Christian people of Armenia more ruthless than that which overtook the Belgians—and God will forget you if you forget them—how 550,000 of them yielded their lives—some say it is a million—because they would not deny their religious faith, I begin to feel like the old Roman senator who said: "What matters it who I am, so long as I am?"

The man who served you yesterday, and well, unless expanded under pressure will not serve you tomorrow. I would not throw away the great resources of the past, I still believe in the spirit that produced George Washington, Abraham Lincoln and Theodore Roosevelt. But I am in favor of giving that spirit a larger appropriation, because I believe that the central strength is equal to the circumferential extent. I would like to see the same restraint that is here domesticated in other lands. Now,

you can't achieve that without English co-operation. Admiral Dewey said that the greatest agent for establishing democracy throughout the earth was union. And so, when the democratic nations consolidate in a new determination and in a new mass, then will you make progress. The most clear-headed man in Great Britain—I refer to Mr. Asquith—said that nations must unite or perish. I further believe, as a churchman, that unless you drop your miserable denominations and agree on fundamentals, leaving room for differences only on non-fundamentals, the church will fail in her great mission.

Now, I don't care about Mr. Wilson's fourteen points, except in so far as they express the ten commandments. There is nothing original in them. And as for the man who claims originality—that which he terms initiative was commonplace three thousand years ago. Let that go for what it is worth. My point is that all men are agents towards one end. But, no! Let us be last in war and first in peace, lest a Pharisaical attitude overtakes us. Let us not praise our own superiority. We shall be happy to receive praise from the mouths of those who shed their blood for us, and we shall be glad because it comes from them.

It is the gift of the potteries in the neighborhood from which I come to produce the best pottery in the world, and it is also the gift of the same district to produce the greatest preachers in the world. In the same region Shakespeare and George Eliot were developed. But there is one thing that America can do better than any other power on earth, and that was told to me by a French chaplain who had served four years at Verdun. He said that we can mingle religion and democracy in such a manner as not to have, on the one hand, a godless State and on the other a purblind ecclesiastical régime. The first misfortune mentioned, a godless State, a State that acknowledges no submission to a supreme power, is a grievous one, as is the second, a church isolated, unjust, and sterilized because of her dread of democracy. These two have been the foundations of every usurping throne we have had to overthrow. We can, whether Hebrews, Protestants, or Roman Catholics, so mingle the common elements of religion and democracy, so benefit the soul by one and the body by the other, as to definitely help conduct humanity to the goal towards which we are bound.

The toastmaster then said: "The next speaker is known to every man here. He is so versatile and possesses so many gifts that he has me at a loss for words. Soldier, athlete, scholar, orator, promoter of the great Preparedness Parade, the best adjutant-general this or any other State ever had—oh, I could proceed ad infinitum, and then I would only be starting. So why damn him with faint praise—or, as the Irishman put it, 'praise him with faint damns.' Gentlemen, I have the distinguished honor of presenting Brig.-Gen. Charles H. Sherrill, who has very kindly consented to tell us something about New York's bit in winning the war."

ADDRESS OF BRIG.-GEN. CHARLES H. SHERRILL

I haven't the ability, which the last speaker had, to drive out the noisy ones and send them to the front. I can only present to you a few tiresome statistics.

I am not a stranger to this crowd, for I had the good fortune of entering the pottery trade as receiver for Higgins & Seiter. After completing my work I returned to private life, having achieved a record quite unique in the annals of your business—that is, retiring from the glass and pottery trade without a loss of any money.

When the United States Government performed that delightful courtesy of tendering Count Von Bernstorff his passport—unaccompanied by the vigorous pedal impetus which he so richly merited—I approached the Secretary of War and tendered him my services, in the hope that I might obtain a commission and be sent to France. This effort proved unsuccessful. General Whitman then asked me to serve as adjutant-general on his staff, but I declined; soon thereafter I was given the task of putting the draft act into force in New York State. I managed the draft through the war, and I can now look everyone in the face with a clear conscience.

We sent 364,000 men to the national colors from this State. By the time the second draft was well under way we were prepared to send 810,000 men should the need have arisen. Furthermore, when our National Guard went out as a body to win fresh laurels as the Twenty-seventh Division it was necessary under the constitution of the State of New York to replace them with 10,000 armed men. We succeeded in mobilizing a number far in excess of that required.

In January of last year I was summoned to Washington to help immediately recruit 300 non-commissioned officers. There were apparently a great number of people at the Capital who were quite willing to serve as generals and major-generals, but very few who saw alluring prospects in the work of sergeants and corporals.

The State of New York furnished 5,546 non-commissioned officers, making a total of 26,000 men raised by volunteering. Moreover, the Federal Government asked us to guard five hundred miles of aqueducts, canals, bridges, and war manufacturing plants. It is not generally known how often these were fired upon, dynamited, or set on fire. But I take great pride in announcing that, within the lines guarded by the New York Guard, there was not a single dollar's worth of loss. I feel very proud in having been instrumental in raising such a fine lot of men.

Now, I want to say just a word about the pottery trade, and what its members did in the war. In the first place, we have heard from our friend from France, who modestly told us of some of his adventures. He did not tell you, however, the nature of that small decoration which he wears on his breast. It is the Croix de Guerre, awarded for conspicuous gallantry. And he was in the pottery and glass trade. Two or three years ago a friend of mine in France said to me: "I don't know what's going to happen if this war goes on. I know the French; they're weak; they can't stand up on their legs, and they can't use their arms." I said in reply: "I know their hearts, and they will win this war!" Time has shown that if it were not for their gallant sacrifices and heroic efforts, rivaled only by the work of the British navy, the issue would be in doubt, to say the least. I am very glad to be able to contribute my humble share of praise due to the French people. Comparing our losses with theirs—well, the less we say the better it is for our country's glory.

It was necessary some time ago to call attention to a grave fact—the chronic unpreparedness of the American people. It was a matter of great concern in Madison's and Jefferson's times, in the period preceding the War of 1812. Unpreparedness was the curse of this country, and had to be stopped. The idea took a firm grip on this city, and there was a great outburst in favor of preparedness.

In the greatest parade of all, no less than eighty-three trades and professions were represented. One of these fell down eleven times, the hardware trade fell down four times, but the pottery trade never had to get set up at all. During the day of that parade I received a number of telegrams from the directors of the different



Banquet of the Pottery, Glass and Brass Salesmen's Association.

Hotel Astor, February 13, 1919.

trade divisions asking that additional time be granted them to get started. Every trade in that section asked for delay, but the pottery trade alone started on time. I know Finke, I know Dithridge, and I know O'Gorman; I knew they were ready, and they were. From 9:30 in the morning until the middle of the afternoon the parade marched through the streets of the city. There were 140,139 men in it. Some men put up and carried banners denouncing the Constitution and the Government of the United States, but these offenders were quickly removed from the line. Similar parades were held in ninety-two of the leading cities of the country. Between May 13th and July 4th, 2,850,000 men took part in these demonstrations, and put the United States into the war.

East Liverpool must be commended. Which reminds me of a story I heard about a darky whose regiment had gone over the top and obtained their objectives. This particular darky was found by his superior officer bending over the body of a German he had bagged, and killing him some more—"for luck." When asked why he was mutilating the corpse he replied: "Dis heah kaiser's done coaxed me so fah f'm Vicksburg foh dis job dat Ah must finish up wid dis man fust!" I have no such inhuman attitude towards the chaplain from East Liverpool. My reason is the same as that of the driver of a stagecoach who was very adept in manipulating his whip. One of the passengers, noticing his skill, asked him whether he could hit the horse's ear; which the driver promptly did. The passenger then wanted to know whether the driver could strike a certain red leaf hanging out from a branch on the wayside. The whip shot through the air, and at once the leaf fell down. Finally, the admiring passenger espied a hornets' nest on a projecting bough and proposed that as a target. Whereupon, with great gravity, the hitherto silent stagecoach driver said: "A red leaf is a red leaf, and a horse's ear is a horse's ear; but a hornet's nest, sah, is an organization!" Between the government and the voters there must be some political medium to express the views of both; we need organization.

This need for a medium reminds me of the story of two darkies who, seeing a Highlander coming down a hill, and never having seen his like before, were at a loss to account for him. One of them ventured: "Ah would think dat wuz one uv dem woman soldiers, but he's got a beard."

"Ah knows what he is," said the other. "Ah's been reading about it. He belongs to what dey call de Middlesex Regiment."

It is necessary to have between voters and the halls of Congress some such organization as you have here, representing all the country—even East Liverpool. I don't think I will ever be in a position to issue commands to this quartet of czars here; but, if I am, the first people I will turn to will be the pottery trade—God bless them!

At this point Lee Schoenthal arose and said: "Gentlemen, I trust you will permit this interruption. I have been asked to impart to you certain very important news. It was only with a deep feeling of regret that I accepted the task. Permit me to read a letter received by the president of the organization:

"Feb. 11, 1919.

"Mr. J. Meredith Miller, President Pottery, Glass and Brass Salesmen's Association.

"Dear Mr. President—On the edict of my physician that I must lead a much less strenuous business life than has been my practice, I hereby tender my resignation as secretary of the Pottery, Glass and Brass Salesmen's Association, to take effect not later than July 1. Kindly

place same before an early meeting of the board of management.

"I take this step with great reluctance, for in the twenty years I have served continuously on the board of management, as director, vice-president, president and more particularly as secretary, I have formed friendships very dear to me which will be severed in an official sense, even though they be undying—as I know they will be—personally.

"Since I have been secretary I have certified, jointly with eleven succeeding presidents, the membership cards of 1,122 new members. The association has grown from 469 members to approximately 1,050. I know nearly all of these men personally, and I seem to know the others through pleasant exchange of correspondence. They are all "my boys" to me.

"You can therefore see, Mr. President, what a sacrifice it is to sever this link that has bound me so closely to the members of our unmatched organization all these years.

"I need not assure you that my counsel will be at the Association's call at all times and that my successor will receive every needed help when he assumes his official duties.

Most sincerely yours,

"J. F. O'GORMAN, Secretary."

"The resignation has been accepted with great reluctance and with deep expressions of sorrow.

"Allow me a few informal words. His letter breathes that warmth of affection which everyone knows. We love him not alone for his faithful services in building this organization, and not alone for the many arduous details to which he devoted his time, but for countless deeds of kindness and sacrifice of which you have no knowledge at all. If this be a eulogy, it is not an epitaph. I hope, by the return of the robins, he will be hale and healthy once more.

"And I have this to say to you in person, Joe: Representing the Association to the very last fellow, we thank you! We want you to take good care of yourself, to get strong, and to be so for many years to come. And, acting for the present Board of Directors, it is my honor and great pleasure to present to you, as a last intimation of our undying esteem and regard, this watch, which will keep time to the progress of your life and your happiness."

O'GORMAN GETS AN OVATION

Then ensued a demonstration which Joe will never forget to the last minute of his life. As the presentation was made the whole audience rose and sang "For He's a Jolly Good Fellow." "Three cheers for O'Gorman!" were called for and given with a will. And then came shouts of "Speech! Speech!"

Visibly affected, Joe rose and said:

"There have been times in my brief young career when I have wished that the good Lord had endowed me with a silver tongue, instead of an alleged facile pen, or had given me both—as He has our distinguished guest from East Liverpool. I doubt, however, even if I had the wonderful command of language of the eminent minister of the gospel who has been our guest this evening and his rare gift of marshalling words into figures of speech and phrases that thrill his audiences to their souls'

very depths, whether I could find words to express the thoughts that fill my heart to-night. I am overwhelmed, not only by this presentation, but by this demonstration.

"It is true that I have served this Association a long, long time. When I step out of the secretaryship on the

done for it. It is to be hoped that with fewer cares his health will come back to him.

The dinner was a credit to the Association. There was every inducement to "let loose," but all hands were attentive listeners up to the last moment.

Mr. Wells was in his best mood. It was one of the finest addresses he has ever made to the trade, and he kept the audience in a roar of laughter. His audacious proposal to establish American earthenware shops in London and Paris convulsed the boys, and he capped the climax with the suggestion that an American potter should have the privilege of putting "Potter to His Majesty King George" on his sign.

Ed. Dolfinger was on hand as usual. If he could only have been persuaded to dance a Highland fling the thing would have been complete.

Arthur Soules, who has been out of business for some months, was enjoying himself. He has not made any connection yet, but is open for an engagement.

"Lou" Reizenstein, Frank Martin and Will Junor, the inseparable trio, were there, of course. They couldn't miss an affair of this kind.

The Rev. Dr. Cadman is always worth hearing. He started in a humorous vein, and ended with some solid, sober, good advice.

Brig.-General Sherrill paid a handsome tribute to the "preparedness" of the Association in all the parades and matters connected with the war. After such a speech, if the boys are again called on it is a safe bet they will respond with more alacrity than ever.

Marc. Lester, big and handsome as ever, came all the way from Canada to meet the boys. They are always glad to see him.

The French uniform took with the audience, and after Sergt. Rouchaud had finished and the orchestra started "The Marseillaise" the enthusiasm with which it was sung was only second to the rendering of "The Star-Spangled Banner." Justin Tharaud might well be proud of his guest.

The music was good, and the cabaret girl made a hit when she went in and out among the tables.

What those people miss who lack the sense of humor! It was said in the lobby after the dinner that some had objected to the point in Mr. Wells' speech referring to the sale of American pottery in Europe. The satire ought to have been plain to anybody. Had the dinner been "dry," possibly the brains of the objectors would have been clearer.



JOSEPH F. O'GORMAN.

first of July I will have been in office continuously for twenty years and six months, first as director, then as vice-president, followed by two terms as president, again as director, and then fifteen years as secretary. The duties, though oftentimes arduous, have been a pleasure. Otherwise I would have relinquished them long ago.

"I don't know what else I can say to you, boys, except that I retire from office with regret, and I assure you that you will always have my counsel and whatever help I can give you. I will certainly miss the ties that have bound me to this Association. And as for this gift which you have presented to me to-night, I shall carry it through life and hand it down to my only son as the most prized heirloom of his father."



BANQUET NOTES.

It was good to see Dan McNicol. He had not been in New York before for nine years. He was as pleased as could be with the crowd, and said it was the greatest bunch he had ever met in his life.

President Miller acquitted himself with honor. His maiden speech was dignified and clean cut, and many favorable comments were heard respecting it.

J. Duncan Dithridge made an admirable toastmaster. His introductory speeches were short and pithy.

"Joe" O'Gorman certainly had an ovation. He deserves it. He has worked hard and faithfully for the Association, and has done what few men could have

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
CL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
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| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, FEB. 20, 1919.

IT is reported by cable that private interests have purchased and have ready for shipment from Germany 50,000 tons of potash. Now, there is potash and potash, and it does not follow that any of this is available for glass-manufacturing purposes. It is probably the ordinary fertilizer.

"BEARING" THE MARKET.

A FEW—a very few—buyers are still clamoring for lower prices. Aside from the fact that producers are loaded with high-cost materials and high labor charges which for the present render lower prices impossible, these buyers do not seem to realize that they are working against their own interest. Time and again we have shown that the higher the price paid the more profit there is in the transaction. Once more let us illustrate:

If a man pays a dollar for an article and adds twenty-five per cent profit he makes twenty-five cents. If he pays seventy-five cents for that same article he only makes eighteen cents and a fraction. It costs just as much to sell one as it does the other. Consequently the percentage of profit on the lower price is less than that on the higher figure.

To the plea that the higher-priced article will not sell at that rate, the answer is that it will if people want it. It is true that there are some things which are priced too high to admit of present large consumption—high grade English china, for instance, which has

reached a point for the time being when sales are curtailed. But this condition is only temporary. Already there is a turn in the tide, and later on there will be an increasing demand.

The same is true of certain kinds of medium-grade glassware. At present people are loath to purchase because the prices are so much higher than those to which they have been accustomed. But they will eventually.

The fact that in high prices lies the dealer's best chance for making money is so elemental that it is difficult to conceive of anyone being so foolish as to try and "bear" the market.

PERSONAL.

IT is becoming quite the fashion among salesmen to tender their visitors red apples in lieu of cigars. "Jim" Gordon, of the Jones, McDuffee & Stratton Co., started it. He gave his customers the choice between apples and cigars, and apples went nine times out of ten. Half a dozen other salesmen at Pittsburgh last month fell in with the idea, and it looks as though the Red Apple would become a craze. Jim's room at the Imperial Hotel, this city, is redolent with the perfume of Oregons as big as grape-fruit, as rosy as the dawn, and toothsome to a degree.



Edwin F. Bokee, who represents the Pittsburgh Lamp, Brass and Glass Co. in Baltimore, has been at the McAlpin for the past ten days with Ira A. Jones.



H. A. Koll, with A. Hamburger & Sons, Los Angeles, who has been here for nearly three weeks, will return late this week or the first of next. On the 8th of March he will move his department, now in the basement, to the fourth floor. He already has one of the largest china and housefurnishing departments on the Coast, and when he moves will have thirty per cent more room for china and glass and seventy per cent more for housefurnishings.



Fred Langfelder, with Morimura Bros., will accompany Chas. Kaiser to Japan. They left here on Tuesday, and will sail February 27.



Chas. H. Cox, of Cox & Lafferty, left last week for a fortnight's vacation in Florida.



Harry Mackenzie, the well-known cut glass salesman, but who is now traveling for a jewelry firm, was in the district on Monday and reported the death of his

son, Pressley, who was killed in the Argonne Forest September 29.



H. H. Newmark, of the concern bearing his name at Louisville, Ky., who has been in the market for two weeks placing orders, left for home on Sunday.



After a three weeks' tour of New England territory Abe H. Hays returned to New York last Thursday well pleased with results.



George R. Nixon, salesman for E. W. Hammond, was quite the happiest individul the reporter met on Wednesday. Reason: an eight-pound boy born that morning.



A. P. Doctor is doing jury this week in the criminal branch of the Kings County Court, Brooklyn.



Clarence D. Lauer, president and secretary of the Sterling Glass Co., Cincinnati, arrived in town on Monday to consult with the factory's New York agents, the Horace C. Gray Co.



H. H. Phillips, commercial manager of the United States Glass Co.'s factory at Gas City Ind., spent several days in town this week.



Albert Fanti, resident buyer, 116 West Thirty-second street, has taken on the account of the H. H. Sturtevant Co., Zanesville, O.



George R. West, head of the Westmoreland Specialty Co., Grapeville Pa., left for home last Saturday after spending the week in New York.



A. J. Fondeville is suffering from a rather curious trouble. He had continuous cramps in his right hand which necessitated the cutting of certain ligaments. The operation was performed two weeks ago, and he is coming out all right. He was at the Salesmen's banquet, but ate under difficulties.



F. C. Dulin, of Dulin & Martin, Washington, D. C., who is a frequent visitor to New York, came to town late last week and visited his son Horace, who is an officer in the Motor Corps stationed at Fort Hancock, New York harbor. The young man was eager to go abroad. Just now he is eager to get back to civil life.



Ernest W. Merrill, with the New England Furniture and Carpet Co., Minneapolis, is at the Astor. With him are his wife and boy, who are making their

first visit to New York. They are deeply impressed, and the youngster is having the time of his life.



Albert Pick, of Albert Pick & Co., Chicago, made a brief visit to the city on Tuesday and Wednesday of this week in connection with his firm's assuming the obligations of the U. S. Housing Corporation's business, which includes the taking over of several hundred thousand dollars' worth of housefurnishings which the latter had on hand for furnishing Government requirements during the war.



A. J. Scott, of the Z. L. White Co., Columbus, O. is at the Pennsylvania.



Members of the trade were surprised on Monday to receive announcements of the marriage of Harry J. Moscowitz, buyer for Abraham & Straus, Brooklyn. The bride was Miss Rae Finkelstein. The ceremony took place last Sunday at the home of her mother in this city, and the couple left immediately after for Atlantic City.



W. G. Benedikt, merchandise manager for the china, glass and housefurnishings department of Bamberger & Co., Newark, N. J., left on Tuesday for a trip to Japan which will take about four months. He will sail from Vancouver on the Empress of Asia, February 27. He will have congenial company, as there are a number of other crockery men on the same trip.

BARTH EMPLOYEES MAKE MERRY.

ONE of the most enjoyable affairs of its kind ever held was an entertainment and ball given by the recently-organized Welfare Association of the employees of L. Barth & Son at Terrace Garden last Saturday night.

A quartet composed of Miss Kirkland, Miss Klein, Mr. Beebee and Mr. McCann rendered a number of selections individually and in combination, accompanied by F. D. Bennett, and Miss Newman played Mendelsohn's "Rondo Capriccioso" for piano very artistically.

The Alamo jazz band furnished the music for dancing. And it was some music. As one of the dancers said: "This is no place for anybody suffering from rheumatics. When you hear that music it is just naturally impossible to make your feet behave."

Twenty-four numbers and a generous sprinkling of encores kept the fun going until a late hour.

The officers of the Association, to whom a great deal of credit is due for the success of the affair, are Hugo Hart, president; R. C. Lambert, vice-president; Irene Barth, secretary, and Harry Salmon, treasurer.

THE CONDITION OF BUSINESS.

The city is full of buyers. Those who **New York** remained over last week have been augmented by new arrivals, while the departures have been few. And there are many yet to come, as it is only the beginning of the import season. Before the war February 15 was the real opening date, though, of course, some came earlier. This year there were more early arrivals, the Salesmen's banquet being largely responsible. It is probable that at least three hundred china and glass buyers have been in town, besides those looking for toys. Business is good, though within the past week orders have not been as large in proportion as those placed by earlier visitors. There is a little more caution, because of a hope in the minds of some that lower prices will prevail—the drop in the rates for cotton goods, copper, steel and food-stuffs being illogically quoted as a reason for similar reductions in pottery and glass. Those who feel that way do not realize that there is no change in conditions in either the foreign or domestic potteries and glass factories, and no likelihood of it for months to come.

The call for English goods is just as good as ever, and importers are getting good orders for fall delivery.

French china is needed badly, but as few shipments have been received this year there is a little hesitancy about placing large orders for future delivery until there is some prospect of getting the ware already ordered. The situation is clearing in Limoges. There is more coal available and a better railroad service in sight.

The Japanese importers are very busy. They have booked so many orders that there is a strong probability that within two or three weeks further ones will be refused.

The domestic potteries are getting about all the business they can handle. They are doing better in the matter of deliveries now that there are no Government contracts to block the way.

A little lull is reported by manufacturers of glass, although the local agents report a better demand here. Those who bought early, and received their goods, have had a chance to dispose of them and will be again in the market soon.

Cut glass has had a decided revival, and more business has been done to date than in the corresponding periods of the last three years.

Decorated glass is becoming quite a factor in the trade. High grades sell the best, and there is a demand for the very high priced wares.

Buyers are purchasing freely from stock and are also hunting for "close-outs" and discontinued patterns—there are no "jobs." Where they can get immediate deliveries they are taking anything and everything.

Retail trade in the metropolitan district is just about normal. There is no rush for wares, but the demand is steady. In the interior business is good, and visitors from the Pacific Coast say that in the Far West it is very good.

The farther away we get from the war time the better the outlook. Of course strikes have hurt business to a considerable extent, but so far they have been short-lived. Still, a feeling of unrest prevails.

Pittsburgh and Vicinity

While there is a little lull in the glass trade just now, manufacturers are firm in their conviction that a steady flow of orders will result during the year. A reasonable volume of orders is reported for staples, while the class of merchandise which in the last year or two has been classed as "luxury" shows an advancing tendency. Business coming from the South and Southwest and West is encouraging. There is little if any change in the labor situation. Prices continue firm. Shipping schedules are practically back to normal.

East Liverpool and Vicinity

A fair amount of new business is being received by Western pottery manufacturers by mail, and the salesmen are sending in some good-sized orders from their first swings over their circuits. Prices remain firm. Dinnerware is in best request, although an improvement is noted in the demand for specialties.

"PEACH TREE BOTTLE" FETCHES \$650.

AT the fourth day's sale of the Rufus E. Moore Oriental collection at the American Art Galleries a decorated "peach tree bottle" brought the highest price of the afternoon, \$650, paid by a buyer giving the name of Duff. This was a Chien-lung piece, in famille rose colors, the design showing a large peach tree with nine (the sacred number) peaches, the Chinese fruit of immortality. This is a perfect example of the famous imperial nine-peach bottle.

Henry Simon paid \$500 for a famille rose plate on a pedestal stand; a large decorated Yung Cheng vase in peachbloom and blue went to C. T. Loo for \$350, and to the same buyer a K'ang-shi giant club-shaped vase, dragon decoration in gold on a pure white glaze, also for \$350; and a large decorated jar with twisted tree trunks and branches with fresh spring blossoms in contrasting browns and pink and white, went to Bernet, agent, for \$510. A Ming celadon jardiniere, teakwood cover and stand, the latter having a green jade Buddha top, went to N. N. Nichols for \$450.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under "Personal," the following buyers were reported in the city this week:

- F H Bourne, c, Lyman-Lay Co, Kewanee, Ill. Latham.
 S H Schnell, t, hf, Roth Bros Co, Superior, Wis. Holland.
 H Gernsbacher, c, t, Gernsbacher Bros, Fort Worth, Tex. Alcazar.
 E R Hague, L H Field Co, Jackson, Miss. Prince George
 E W Glasgow, hf, Glasgow Bros, Jackson, Ga. Marlborough.
 L Loeb, s, Loveman, Joseph & Loeb, Birmingham, Ala. 116 West 32d.
 R M Dean, t, R H White & Co, Boston. 460 Fourth ave.
 C H Cohn, t, N Shure Co, Chicago. 874 Broadway.
 E D Stauffer, t, May Co, Cleveland. 37 West 26th.
 F J Knadler, hf, t, L B Root D G Co, Terre Haute. 23 East 26th.
 L A Warren, t, L A Salle & Co, Toledo, O. 225 Fifth ave.
 E D Austin, c, g, Austin & Co, Battle Creek, Mich. 200 Fifth ave.
 C A Walter, t, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
 E H Wade, c, g, Horton & Wade, Albany. Continental.
 A W Scherk, c, Milliken-Schenk Co, Pittsburgh. York.
 J L Haines, hf, c, J B White & Co, Augusta, Ga. 23 East 26th.
 Mr Joyce, t, Almy's, Montreal. 230 Fifth ave.
 W K Cotterel, hf, c, C K Whitner & Co, Reading, Pa. Breslin.
 S Blum, s, Cahn-Coblens Co, Baltimore. Herald sq.
 B L Weaver, hf, c, t, Linn & Scruggs D G Co, Decatur, Ill. 1133 Broadway.
 J A Cooke, hf, Hammond & Cooke, Monticello, N Y. Herald sq.
 W B Stanton, t, hf, Stewart & Co, Baltimore. 2 West 37th.
 W H Clark, hf, c, Howland D G Co, Bridgeport, Conn. 404 Fourth ave.
 J W Moorehouse, hf, May Co, Cleveland. 37 West 26th.
 S A Knill, hf, Denver D G Co, Denver. 200 Fifth ave.
 M E Brennan, hf, c, t, People's Store Co, Tacoma. 23 East 26th.
 F V Zug, t, hf, Kaufman's Underselling Store, Harrisburg, Pa. 37 West 26th.
 P J Weiland and W B Montgomery, c, g, Lynchburg (Va) Crockery Co. Cumberland.
 M J Flanagan, hf, W M Whitney Co, Albany.. 1133 Broadway.
 J W Waldorf, hf, c, g, Hochschild, Kohn & Co, Baltimore. 230 Fifth ave.
 Mr Kaufman, hf, Z L White Co, Columbus, O. 1270 Broadway.
 S J Ryan, hf, J L Hudson Co, Detroit. 225 Fifth ave.
 B F Levy, hf, Tepper Bros, Elmira. Latham.
 W P Briggs, c, Sibley, Lindsay & Curr Co, Rochester. 432 Fourth ave.
 S S Anslander, t, hf, Anslander Stores Co, Uniontown, Pa. Pennsylvania.
 A A Hall, c, g, 1, Hutzler Bros, Baltimore. Alcazar.
 Mr Russell, s, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
 T M Stampfer, t, J F Stampfer & Co, Dubuque, Ia. 1270 Broadway.
 E B Andrews, t, Nerlich & Co, Toronto. Commodore.
 J W Dillon, t, H H Sturtevant Co, Zanesville, O. 116 West 32d.
 N Hood, t, Higbee Co, Cleveland. 230 Fifth ave.
 K K Deniston, hf, t, c, g, J D Purcell Co, Lexington, Ky. 105 Grand.
 S M Kominer, hf, c, t, g, H Straus & Sons Co, Louisville, Ky. 1133 Broadway.
 J P Edwards, t, Weinstock, Lubin & Co, Sacramento, Cal. 220 Fifth ave.
 E A Ledger, t, l, hf, H S Barney Co, Schenectady, N Y. 404 Fourth ave.
 D A Hayes, hf, t, E W Edwards & Son, Syracuse, N Y. Wallick.
 J MacFarquhar, t, S Kann, Sons & Co, Washington, D C. 432 Fourth ave.
 O T Ballhorn, s, Powers Merc Co, Minneapolis. 2 West 37th.
 A A Breton, hf, t, Shartenberg & Robinson Co, New Haven, Conn. 404 Fourth ave.
 J W Horne and Mrs Nugent, t, Kaufmann Dept Store, Pittsburgh. 1261 Broadway.
 O Hirschman, t, Kohn Bros, Oakland, Cal. 116 West 32d.
 G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
 J M Duncan, t, Robertson, Sutherland Co, Lawrence, Mass. 432 Fourth ave.
 J L Lynch, hf, c, t, J Bacon & Sons, Louisville, Ky. 23 East 26th.
 R V Smith, t, J B White & Co, Augusta, Ga. 23 East 26th.
 P L Beck, t, g, Baltimore Bargain House. 354 Fourth ave.
 C Christensen, hf, c, Geo W Marston, San Diego, Cal. 200 Fifth ave.
 J A Armstrong, hf, Hens & Kelly Co, Buffalo. 1133 Broadway.
 M J Rosenblatt, hf, c, t, L Hammel D G Co, Mobile, Ala. 1150 Broadway.
 W A Mahoffey, hf, C Schwartz, t, Boggs & Buhl, Pittsburgh. 1140 Broadway.
 O Archembeau, hf, Wallace Co, Pittsfield, Mass. Latham.
 Chris Daudt, c, Daudt Glass and Crockery Co, Toledo, O. Imperial.
 Mr Bengalli, t, Mandel Bros, Chicago. 13 East 22d.
 B Warshofsky, t, S Klein, Inc, Chicago. 1133 Broadway.
 J D Leichenger, t, Twelfth Street Store, Chicago. 1133 Broadway.
 F L Gavitt, hf, H B Gavitt Co, Westerly, R I. York.
 W B Steer, hf, c, t, Bee Hive Co, Sioux City, S D. 1133 Broadway.
 C Herman, hf, t, Bernheimer Bros, Baltimore. 470 Fourth ave.
 C R Hoffman, hf, Pettis D G Co, Indianapolis. 230 Fifth ave.
 H E Kline, hf, c, Watt & Shank D G Co, Lancaster, Pa. 432 Fourth ave.
 S B Frank, c, Crescent Jewelry Co, Helena, Ark. Pennsylvania.

L Artierers, t, O'Connor, Moffatt & Co, San Francisco. 432 Fourth ave.
 E A Higgins, t, Hayden Bros, Omaha. Commodore.
 W Junor, c, g, l, W Junor, Toronto. Commodore.
 W M Jamieson, hf, Jamieson Housefurnishing Co, Trinidad, Col. 1270 Broadway.
 C F Hawkins, s, Scott-Haliburton-Abbott Co, Tulsa, Okla. 1150 Broadway.
 B Yeager, c, g, hf, L H Yeager Co, Allentown, Pa. Commodore.
 J A Goods, hf, Goods & Nichols Furniture Co, Griffin, Ga. Navarre.
 W C Paton, t, P G Rinkin, c, s, l, Boston Store, Chicago. 44 East 23d.
 H Greve, t, The Fair, Chicago. 225 Fourth ave.
 C W Sprowle, t, J Shillito Co, Cincinnati. 432 Fourth ave.
 R C Adler, t, Adler & Childs, Dayton, O. 37 West 26th.
 B Vollmer, t, Gimbel Bros, Milwaukee, B'way and 32d.
 L Arnstein, hf, c, t, E Schuster & Co, Milwaukee. 105 Grand.
 W L Brenn, hf, t, s, G M McKelvey & Co, Youngstown, O. 1270 Broadway.

BOSTON BUSINESS NOTES.

THE Jones, McDuffee & Stratton Co. has been advertising in Boston daily newspapers its recent importations of English china and semi-porcelain, heavy shipments of French china, and large importations of dinnerware from Japan. The advertisements have in part been framed to meet the somewhat prevalent idea that during the war all importations came to an end. The company says: "Customers and friends are constantly asking us if we are receiving any foreign importations because of war conditions. We will add that during the entire war period we have been receiving large shipments from England, France, Japan and Holland."

Harry Ross, factory salesmanager of the Pittsburgh Lamp, Brass and Glass Co., will be in Boston during the display of the company's new lines at the New England headquarters under the management of Harry H. Lewis.

A leading member of the glass trade in Boston said one day this week that he regarded the coming of Prohibition as good for his business. "I prefer to sell soda water glasses at a dollar a dozen than whiskey glasses at twenty cents; and there's going to be an all-fired big soda trade," was the way he put it.

Representatives of Boston stores have appeared before a committee of the Legislature to protest against the pending bills increasing the number of legal holidays. A bill providing for the observance of some of the present holidays on Mondays was also vigorously opposed, on the ground that Monday is a good day for

business. Among those who spoke against the measure were Thomas J. Lockney, of the Jordan-Marsh Co.; F. P. O'Connor, of the F. P. O'Connor Co.; F. W. Tully, of the R. H. White Co., and Frank W. Witcher, of the Boston Chamber of Commerce.

Gardner Brewer, of Burlington, Vt.; John Q. Adams, who represents the W. G. Reynolds Co., in the same city, and E. B. McVeath, of the E. S. Brown Co., Fall River, were among the buyers recently in Boston.

Fred Flint, well known to the trade through his connection with A. H. Hews & Co., Cambridge, has turned from the pottery trade to accept a position with E. A. Robart & Son, interior decorators, Brookline.

Miss Katherine Lurgrin, toy buyer of the Jordan-Marsh Co., will visit the Toy Fair in New York during the coming week. She is a believer in the ability of American manufacturers to meet the demand for home-made goods. She also looks for a growing trade with England, partly because of the fact that English manufacturers have been able to improve their wares in some respects through the knowledge they have gained from German prisoners of war who before 1914 were making toys in Germany.

Trade in lighting fixtures awaits the coming of the expected building boom. Various plans are under discussion to accelerate its advent. The New England Hardware Dealers' Association, in convention this week, talked about a home-building campaign. Mark Temple Dowling, chairman of a committee appointed by the Governor to consider the matter of providing work during the period of readjustment, has suggested that Federal Reserve banks be authorized to loan money on real estate. In the meantime there is a well-defined feeling that there will be increasing activity in building circles.

CHARLES M. BUSCOMBE HONORED.

A HANDSOME gold watch fob was presented to Charles M. Buscombe by the staff of Cassidy's, Ltd, upon the occasion of his resignation as manager of the retail department. The business was formerly owned by Frederick Buscombe & Co., Ltd., Vancouver B. C. but was purchased by the present Cassidy Co., and Mr. Buscombe remained with the firm. He is the last of the family to be connected with this old-established business, and the happy relations which have existed found tangible expression in the presentation, which was made by William Petch. Mr. Buscombe, who is well known and popular, is entering the importing business, and will no doubt receive the support of the trade, with which he has had business relations for so many years.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

More demand for the supposed "luxury" lines of glassware is recorded now than for many months.

Reports continue to be received by manufacturers that old stocks, some of which retailers thought would never be moved, were sold out during the last holiday season, and the result has been that these buyers have been going in for a better grade of ware. Better business is reported on the etched blown ware items, and this merchandise is wanted as quickly as possible. It was noted here in January that salesmen with this class of ware were very busy, and the good reports of buying of the lines at that time are duplicated as the salesmen reach out over their territories.

The Central Glass Works, Wheeling, W. Va., which is now the exclusive manufacturer of the well-known "Chippendale" line of glassware, is having excellent success with it. This concern has always been very strong on blown ware, and now, with a high-grade pressed line available from the same factory, buyers are showing a disposition to order both at the same time. It is a case of one line being a help to the other in the matter of sales.

Joseph C. Rent has started over his regular territory with the lines of the Duncan & Miller Glass Co.

Robert G. West, city salesman for the Pittsburgh Lamp, Brass & Glass Co., maintained an exhibit at Motor Square Garden here last week, during the Hardware Dealers' Convention, of the new stove that is being featured by this concern.

Those jobbers which feature hospital laboratory glassware have been placing good business with factories in this district. More or less special mold work is required on these lines.

Art lamp manufacturers in Connecticut have been running "want" advertisements in Pittsburgh and

East Liverpool newspapers seeking decorators. Steady and profitable employment is guaranteed. This is the first time these concerns have sought decorators from this section.

Robert Voitle, formerly traveling out of the Boston office for the Pittsburgh Lamp, Brass and Glass Co., has been placed in charge of the San Francisco branch. It was planned to locate him in Denver, but at a late moment plans were changed by Salesmanager Harry A. Ross, and he was given the Pacific Coast office.

Wholesale confectioners and drug concerns have been rather active in the market of late, and some very good business has been placed by them for the entire line of soda fountain requisites. Immediate deliveries are wanted, and many of the drug concerns are illustrating the late lines in their catalogues. The glass and pottery jobbers have also been liberal buyers of soda fountain goods this season, as their bar glass business is fast dwindling.

Petitions are being circulated throughout Ohio asking for a referendum vote on the "dry" issue, the Legislature of that State having cast its vote in favor of the Federal amendment. Glass manufacturers are watching the result with keen interest.

Slow business continues to be reported by chimney salesmen, while just the reverse is said of the lantern and globe demand.

With four glass factories out of the general line, their business will of necessity have to be handled by other concerns. The Superior Glass Co., Martin's Ferry, O., and the Tarentum (Pa.) Glass Co., whose properties were destroyed by fire, will not be rebuilt. The Higbee plant at Bridgeville, Pa., which has been taken over by electric interests, is manufacturing tubing, while the Jefferson Glass Co., Follansbee, W. Va., is featuring lighting glass solely, their tableware busi-

ness having been taken over by the Central Glass Works, Wheeling.

All salesmen for the United States Glass Co. have started on their first trips of the year. They will be out probably six weeks.

ILLUMINATING DEVICES.

THE Mogi, Momonoi & Co. lamp department at 105-7 East Sixteenth street is a revelation with its array of new electric portables just received from Japan, many of which bring out decidedly exclusive ideas. An exceedingly interesting offering is a special assortment of six table-size lamps with artistic pottery bases in a bronze finish that cannot be told from the real metal. These are fitted with hand-decorated parchment shades to exactly match the designs in the base. They are wonderfully effective, and make a big \$12 retailer that should bring customers so any store. Another specialty is a boudoir lamp standing fourteen inches high, in mahogany with black lacquer finish and gold decorations. Pretty silk-lined bamboo shades add to their attractiveness. They are fitted complete with bulb and several feet of cord, and wholesale for \$2 each.

Overhearing a lamp buyer say that he was discouraged at the absence of originality in many of the lines he had inspected, H. Ichikawa, who is responsible for those produced by the Taiyo Trading Co., made up his



mind to originate a line that would get away entirely from those ordinarily seen, and has succeeded in producing designs and shapes in decorated wood bases and silk and parchment shades that possess an individuality

all their own and at the same time are a delight to the eye.

Any buyer who fails to see the Robichek & Co. line of decorated lamps at 479 First avenue, corner of Twenty-eighth street, will miss something. There are a host of new designs with more than the usual amount of merit to recommend them. They are designed along new lines that cannot help meeting with favor from the retailer's patrons. Among the collection of artistic designs the one with a Wedgwood medallion and parchment shade to match, shown in the firm's advertisement on another page of this issue, is very striking. A complete assortment of silk and decorated parchment shades is also a feature. Like the portables, they are produced in new and charming effects. The modesty of the prices gives the line an added interest.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 20, 1919

LIVERPOOL

Str. Carmania, Feb. 11.

| | | |
|----|----------------------|------------------------|
| 36 | packages earthenware | Maddock & Miller |
| 1 | " | Gilman Collamore & Co |
| 17 | " | Rowland & Marsellus Co |
| 8 | " | J Davison |
| 10 | " | A J Fondeville & Co |
| 29 | " | E Poole |
| 52 | " | W S Pitcairn |
| 8 | " | L A Consmitter |
| 1 | " | Meakin & Ridgway |
| 3 | " chinaware | Meakin & Ridgway |
| 4 | " | E Poole |

Str. Regina, Feb. 13.

| | | |
|----|----------------------|-------------------------------|
| 80 | packages earthenware | Jones, McDuffee & Stratton Co |
| 56 | " | Mitchell, Woodbury Co |

Str. Canopic, Feb. 19.

| | | |
|----|----------------------|----------------------|
| 11 | packages earthenware | Meakin & Ridgway |
| 1 | " | Davis Collamore & Co |
| 17 | " | W S Pitcairn |
| 4 | " | T S Todd & Co |
| 13 | " | Guaranty Trust Co |
| 7 | " | G W Sheldon & Co |
| 8 | " glassware | W H Plummer & Co |

CARDIFF

Str. Kazembe, Feb. 15.

| | | |
|------|---------------------|--------------------|
| 389 | packages china clay | Morey & Co |
| 663 | " | Parkins Goodwin Co |
| 1442 | " | Baring Bros Co |
| 262 | " | J Richardson Co |

ROTTERDAM

Str. Rotterdam, Feb. 17.

| | | |
|-----|---------------------|-----------------|
| 1 | package earthenware | J Wanemaker |
| 795 | " glassware | Graham & Zenger |

GLASGOW

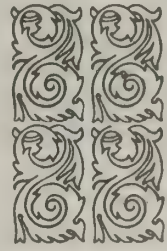
Str. War Bittern, Feb. 18.

| | | |
|----|--------------------|--------------------|
| 13 | packages glassware | Bernard Judae & Co |
|----|--------------------|--------------------|



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



THE Maddock & Miller salesroom, 54 Murray street, is always an attractive place to visit. The concern's various English lines invariably offer something of exceptional interest. One of the latest designs in dinnerware is called the "Classic," shown in two different arrangements. The colorings range from a delicate gray-blue to deeper tones of the same shade, intermingled with touches of white with soft tints of yellow and burnt orange. One arrangement shows a wide, irregular floral border, with an open center. The other is the same with the exception that in the center of the plate is a graceful floral and bird design. Advance information that buyers should make a note of if they want to see something good in dinnerware patterns in the same line are several new treatments in course of preparation at the factory which will soon make their appearance in New York. The writer had the opportunity of viewing the artist's drawings of them in colors, and believes that they are destined to find a royal welcome in the trade.

A tour through the warerooms of the W. S. Pitcairn Corporation reveals such an interesting display of pottery that an art lover can spend hours there, for many of the designs on Doulton plates are better pictures than can be found in the ordinary art gallery. The character sketches from Dickens are particularly good. The patterns on Grindley ware will also attract attention, and he is a hard-hearted crockery man that does not buy something before he leaves.

The Royal Copenhagen Porcelain Co.'s exhibit is filled to overflowing with a great array of new things. At the salesrooms, 563 Fifth ave, near Forty-sixth street, there are wonderful new shapes and designs in Royal Copenhagen vases, and a variety of attractive pieces for ornamental as well as utilitarian purposes that will delight the eye of the connoisseur. The design, execution and coloring of each piece express a certain individuality that makes the ware a constant source of pleasure to its possessor. A number of new figures, groups and animal studies have been added which thoroughly uphold the factory's reputation for

the unusual. And a line that will prove especially salable in the retail store at this time of year, when the customer is fitting out or adding to the furnishings of the summer home, is the Copenhagen art faience, the artistic qualities of which never fail to appeal to the refined taste. There are quaint flower-holders, candelabra, vases, fruit bowls, candy jars, honey jars, and many other pieces.

After a long interval of silence Bassett's letter writer has an epistle in another part of this issue with the usual punch in it. He has patented the "Marie" pattern, will do the same with all his best sellers, and warns "pirates" and copyists to beware, as the firm will protect its rights to the limit. The fact that the "Marie" has been copied is in itself proof of its merit, for imitation is ever the sincerest flattery.

The most unique salesroom in New York is that of Soy Kee & Co., 7-9 Mott street (Chinatown), whose advertisement appears on the cover page of this issue. It would be well to make a note of the address and the directions how to get there; otherwise the visitor to this market will miss the opportunity of seeing one of the most novel exhibits as well as the largest stock of Chinese goods to be found in America. It would be impossible to give anything like an adequate description of the great variety of things shown. Just a few of the more prominent are dinnerwares in the well-known Blue Canton and Gold Medallion china—tried and true money-makers which should be in the stock of every china department—porcelain and pottery vases and novelties, baskets, furniture, etc. The showroom is easily reached by subway to Worth street or Third avenue elevated to Chatham square.

The special line of decorations on glass gotten out by Edmonson Warrin & Co., and displayed at the salesroom of Justin Tharaud, 25 West Broadway, should be seen by every visitor to the New York market, for the exhibit is replete with good things from beginning to end. The treatments comprise the most novel ideas seen in many moons, and are shown on stemware and

other items of a character that will be sought after in the retail shop. The very newest achievement—a combination silver incrustation, engraved silver and hand-painted Sevres flowers in raised enamels—is one of the prettiest, and, by the way, one of the most successful, lines of the season.

Morimura Bros. have done such a wonderful business this season that before many days they will have to stop taking import orders. They still have stock, but at the rate it is going it will not last long.

AT CHICAGO.

THERE has been a fair business among the wholesalers during the past week.

Retail trade is a little quiet, but managers of the crockery and glass departments of the big stores are confident that the spring trade will start soon, and that it will be of considerable volume.

Chris Ueberroth has been appointed representative of the Cambridge (O.) Glass Co., to succeed W. Milton Rogers, who resigned January 1, and will take charge on the first of March.

A. J. Bennett, president of the Cambridge (O.) Glass Co., spent several days in the city during the week.

C. M. Jackson, of the Jackson China Co., DuBois, Pa., was one of the city's visitors last week.

Walter B. Andrews, representative of the Duncan & Miller Glass Co., has returned from a trip to Minneapolis, St. Paul and Duluth.

E. H. Haeger, president of the Haeger Potteries, Dundee, Ill., was here on business during the week.

C. W. Reasner, of Kelly & Reasner, has returned to the city after a short trip to the factory of the D. C. Jenkins Glass Co. at Kokomo, Ind.

W. T. Darden & Co. have been appointed representatives of the Colonial Co., potters, East Liverpool, and of the Jackson China Co., DuBois, Pa.

The plant of the Central Cut Glass Co. at Walkerton, Ind., burned last Monday evening, with a loss of all equipment and a big stock of cut glass and blanks. The plant was a two-story brick structure covering a considerable area. Oscar Eckland, general manager of the company, has gone to Walkerton to take an inventory of the damage done by the fire.

C. H. Colton, of the Madison (Wis.) Tea Co., and A. P. Douglas, of the Beloit (Wis.) Tea Co., were among the buyers in the market last week.

W. H. Ehler, credit manager for the H. C. Fry Glass Co., Rochester, Pa., paid the city a visit last week.

Miss Ella Brennan, buyer for Rothschild & Co., has returned from a trip among the potteries.

F. B. Tinker has been appointed representative of the Lancaster (O.) Glass Co.

The Chicago Association of Commerce has taken up the unemployment problem in earnest. Special committees are to be appointed in each field of trade to find openings for returning soldiers and sailors.

Tom Reid, vice-president of the Guernsey Earthenware Co., spent a couple days here during the week.

Herman Roseen, who has been with the Central Cut Glass Co. for ten years, has left that concern to become secretary and treasurer of the Century Cut Glass Co., of which his brother, Joseph Roseen, is president and general manager.

George Ruby, representative of Oriental lines of pottery and glass ware, has gone to Excelsior Springs, Mo., to recuperate from an attack of influenza and pneumonia which would have killed anybody but an Englishman.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A foreman for cutting shop. A man that is a practical cutter and can produce results. Address A 201, this office.

BUSINESS OPPORTUNITIES.

TO American and Canadian Crockery, etc., Importers.—Advertiser (with experience in the trade) is open to represent above as buyer, and to see to execution and shipment of orders. Moderate remuneration. Address ALFRED P. SWANN, Colour Manufacturer, Burslem, Staffordshire, England.

WANTED some live commission representatives to handle a ten cent line of cut and etched tumblers. State territory now working. Address A 203, this office.

WANTED—By experienced salesman who has large acquaintance with best trade in New England and Eastern New York State, an agency for either crockery or glass, or both. Would accept a good position as salesman. Address A 202, this office.

FOR RENT.

GREAT opportunity in the housefurnishing business in Somerville, the best town in New Jersey. Store to rent is next to F. W. Woolworth & Co. Address F. G. THOMAS, Somerville, N. J.

FOR SALE.

CUT GLASS FACTORY (FORMERLY DEMER BROS., HONESDALE, PA.). AN UNUSUAL OPPORTUNITY FOR PARTY LOOKING FOR A BARGAIN. WILL SELL CHEAP. ADDRESS A 197, THIS OFFICE.

FOR SALE—Established art store. Cut glass, china, Japanese ware, leather goods. Located in prominent shopping district, Brooklyn. Good will and one hundred cents on the dollar for stock and fixtures. Good reason for selling. Chance of lifetime. Particulars by mail only. Triflers ignored. WM. KRAMER, care of J. Gusky, 187 Cornelia St., Brooklyn, N. Y.



EDWIN M. KNOWLES
CHINA CO.



EDWIN M. KNOWLES
CHINA CO.

THE

Edwin M. Knowles China Co.

East Liverpool, Ohio.



Mayflower Shape.

Mt. Vernon (Fancy).

Cumberland (Plain).

Hotel Welt Edge.



EDWIN M. KNOWLES
CHINA CO.



EDWIN M. KNOWLES
CHINA CO.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Letters continue to be received here asking that orders be filled with haste. Department store buyers and jobbers alike make it plain that merchandise is badly wanted, whether it is package or carlot shipment. From the South, West and Southwest the inquiry for goods is very active—in fact, a little more keen than is noted just at this time in the East and North. The better grades of dinnerware are in heavy demand.

Edward W. Clinton, of the sales department of the Smith-Phillips China Co., has been confined to his home with an attack of influenza since his return from the Pittsburgh exposition.

The new bisque kiln of the McNicol-Corns Pottery Co., at Wellsville, O., was finished this week, and will be fired within a fortnight.

Perhaps the best specialty brought out in the district this season is the decorated line of fireproof teapots being distributed by Clinton & Phillips. All the decorations are hand work, and three different shapes and the usual sizes are obtainable. The coin-gold decorated effects are especially attractive.

George Fowler, of the E. M. Knowles China Co., is making his first trip over Eastern territory for this company.

After leaving Pittsburgh, Joseph Davis, of the Knowles, Taylor & Knowles Co., left for his Middle West territory. He will not make the Pacific Coast trip at this season of the year.

A decided improvement in shipping facilities is reported throughout this section. Manufacturers say raw materials are being received in better time than since 1915, and outbound shipments are also going forward on old-time schedules. Embargo is almost a forgotten word. Carlot shipments for Far Western points are

going through in about two weeks' time, which is practically normal. No local congestion is announced, and this condition permits package lots to start out daily.

A considerable amount of assortment business is now being offered local manufacturers by some of the jobbing interests. Since visiting the district in January the buyers have made up their selections, and orders have been confirmed.

A shortage of basins is reported in this district. One manufacturer on a reasonably large order a few days ago had to draw small lots from neighboring plants to complete his shipment. The making of basins in some potteries is not as active as a few years ago.

H. P. Knoblock, of the Potters' Co-Operative Co., plans to leave within a few days for a Western and Southern trip.

Some potteries hereabouts which started making hotel ware last year are now selling off these stocks and diverting their attention to the manufacturing of general lines of merchandise. The market on all hotel ware continues firm, however.

The T. A. McNicol Pottery Co. is sending the trade a pocket-size standard Sterling List, just off the press.

A Pittsburgh buyer who came into the district a few days ago, after figuring his package charge, decided to hire a truck to take his merchandise overland. Although the trucking charge was \$50, he claimed to have saved money, to say nothing of securing a twenty-four hour delivery of the goods.

John Burns, formerly of the commercial force of the Homer Laughlin China Co., has been discharged from the army and has assumed the City Auditorship, to which he was elected at the last general election.

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

A substitute was appointed when he went into the service, and resigned upon the return of Lieut. Burns.

* *

F. I. Simmers, of the Hall China Co., has finished a short Western trip, and within a few days will leave for Eastern territory.

* *

Manufacturers hold that very little "scheme" business will be available until later in the year. Large buyers of this class of merchandise contend that present selling lists are practically prohibitive for that class of trade. Some tea and coffee houses have been in the market of late, but their orders are limited to a few special assortments and selections.

BATTLING FOR A BED.

MANY have been the vicissitudes of visitors to New York recently in their endeavors to obtain lodgings. Among those who battled for a bed was Mark J. Donaldson, who came to New York last week to show the Homer Laughlin China Co.'s lines. It was the first time he had brought samples here, his regular territory being the West. He anticipated no trouble in getting accommodations. Still, as a matter of precaution he wrote to the Pennsylvania, where he most desired to put up, the McAlpin and the Imperial. They all replied that they could not take him in.

Nothing daunted, however, and on the chance that somebody might perhaps have given up a room, he sent his samples to the Pennsylvania, and, arriving, signified his desire to register. No use. "All full."

The Imperial next. "Sorry. All full."

McAlpin. "All full."

Meeting Robert Corey, he recites his tale of woe.

Corey says: "Share my bed till you get a room."

Mark thanks him; but says he will first make another attempt at the Pennsylvania.

Goes to assistant manager. Nothing doing.

Goes to the manager, and puts in a strong plea.

Manager polite, but best he can do is a suite at \$15

per day. Rooms too small for display, however, and price is prohibitive, anyway.

Enter Proprietor Statler. Mark introduces himself, states his case, and long confab ensues.

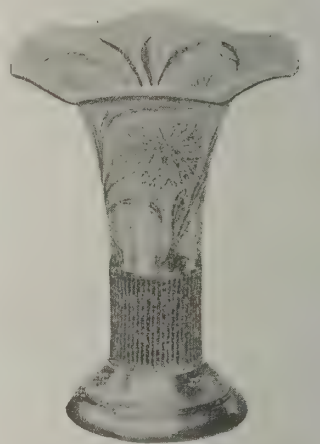
Result, manager is instructed to clear out the furniture in one room, re-wire the lighting arrangements, and do everything possible for the guest, even to making the price satisfactory.

Mark proves himself as good a buyer of hotel accommodations as he is a seller of crockery.

The Line That Never Disappoints

DAINTY glass and silver-plated novelties that are a big success wherever shown.

Unusual articles and attractive values that the well-versed buyer will appreciate.



W. & S. MFG. CO.



Complete line on display in Room 506, Fifth Avenue Building.

Also at factory, 210-234 West Twenty-sixth Street.

T. W. HAMILTON,

139 Fifth Avenue, New York,

SALES MANAGER

Susquehanna Cut Glass Company.

Showing full and complete line of light cut glass at moderate price.

T. W. HAMILTON,

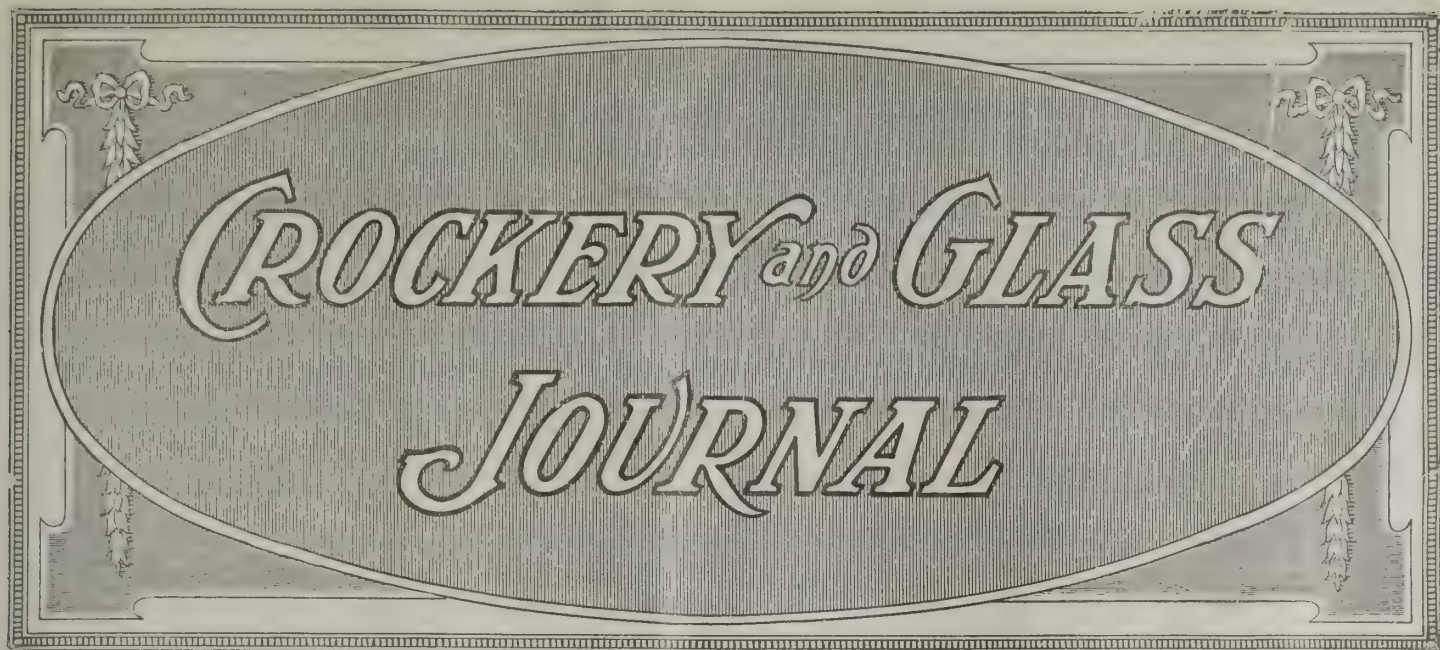
139 Fifth Avenue, New York,

SALES MANAGER

H. E. Rainaud Company.

Electric and Gas Lamps.

Many new samples and finishes now on show.



NEW YORK, FEB. 27, 1919.

CONDITION OF TRADE.

Seldom has there been a larger gathering of buyers than was seen in New York last week, and they left a lot of good orders with the importers and local agents. If they did not buy more than they did it was simply because there was nothing to buy. And yet there must be a qualification of that statement. It is true that they took everything in sight, but there was an evident caution about buying for future delivery. Earlier in the season orders for midsummer and early fall delivery were numerous and large. While numerous this week, they were not as large as heretofore.

There is an inclination to pursue a hand-to-mouth policy in many instances. A feature about that sort of buying is that it means a steady trade all through the spring and summer. The ultimate consumer has not begun to take all the wares needed for the home, principally because they were not to be had. Take teas and plates: While the shortage is not as great as it was, there are many people who are still looking for them. Many of those who needed a dozen cups and saucers were obliged to be satisfied with half that quantity. By the time they are in the market again a goodly portion of that half dozen will be broken, and the consumer will again want a full dozen.

Another feature: Open stock dinnerware patterns made in Germany have had to be discarded. Consumers have gone along with matchings. The time has come when, finding it impossible to even up their din-

ner sets, they are forced to buy wholly new ones. Right here is where the domestic potters and importers of low-priced English earthenware will come in for big business. The Japanese white china dinner sets are about on a parity with French goods as regards price, and the importers of these goods have had a little advantage over the importers of French wares in that they have been able to make deliveries. However, the latter are likely in a very short time to do much better in that matter. While the Limoges potter has been handicapped by shortage of coal and labor, the main difficulty has been in transportation. There are thousands of casks of ware awaiting ships to bring them over, and more thousands awaiting cars to take them to the ports as soon as those on the docks are shipped. There is every reason to believe that before many months there will be much more French china in this country. While there is more coal available in France than there was a year ago, the railroad situation makes it difficult to get the fuel to the potteries. But that also is improving.

We predict that the March sales by the department stores will show that the people are hungry for goods. The managers have educated the women to wait for these sales, and the latter watch the advertisements so as to buy at bargain prices. This way of doing business may be the correct one—at least, the proprietors of these establishments, and they are big, successful enterprises, seem to think so. But it looks to the man on the sidewalk that if the women could not buy at bargain prices they would have to buy and pay the

duction of bulbs continues high, the loss of the three machines damaged in the fire several months ago not reducing the output to any great extent. Over 800,000 bulbs per week are turned out. The company is now installing a new ventilating system by which it is hoped to carry off all producer gas. One unit of the system will first be installed, and if found practical the system will be extended to the entire plant. The company is going ahead with its arrangements for recreational and comfort accessories. Last week a piano was installed in the girls' rest room. The dispensary work now at the plant is now in charge of three nurses."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- H S Landis, hf, H S Landis & Co, Allentown, Pa. Marlborough.
- G H Wood, c, g, R H Stearns & Co, Boston. 200 Fifth ave.
- V G Barr, hf, c, g, Reilly Bros & Raub, Lancaster, Pa. Herald square.
- D D McGregor, c, Lynchburg (Va) Crockery Co. Cumberland.
- H G Duis, t, Marting Bros Co, Portsmouth, O. 141 Madison ave.
- W C Hoffman, hf, Schuneman & Evans, St Paul, Minn. 220 Fifth ave.
- B Hough, t, Abrahamson-Bigelow Co, Jamestown, N Y. Bristol.
- H J Todd, hf, t, McCurdy & Robinson Co, Rochester, N Y. 141 Madison ave.
- E H Zeller, t, W Koch Importing Co, Baltimore. Imperial.
- H T Siemon, hf, Herpolsheimer Co, Grand Rapids. 1170 Broadway.
- P C Maylove, s, g, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
- W H Mitchell, t, California Notion and Toy Co, San Francisco. 61 West 23d.
- W H Brown, hf, Brown & Co, Harrisburg, Pa. Imperial.
- J E Hogan, hf, c, g, Shartenberg & Robinson, Pawtucket, R I. 404 Fourth ave.
- A R Palmer, t, Olds, Wortman & King, Portland, Ore. 432 Fourth ave.
- O Phillips, c, l, g, Stix, Baer & Fuller D G Co, St Louis. 116 West 32d.
- R S Halliday, t, Herzfeld-Phillipson Co, Milwaukee. 1133 Broadway.
- T E Kelly, c, Rice & Kelly, Pittsfield, Mass. Manhattan.
- F J Clark, t, Columbus (O) Merchandise Co. Collingwood.
- C Green, t, c, Kaufmann & Wolf, Hammond, Ind. Prince George.
- T A Neely, c, hf, Strouss-Hirshberg Co, Youngstown, O. 141 Madison Ave.
- A J Kline, hf, Dives, Pomeroy & Stewart, Harrisburg, Pa. 230 Fifth ave.
- C R Kenniff, t, A Hamburger & Son, Los Angeles. 225 Fifth ave.
- B Hallor, c, Scruggs, Vandervoort & Barney D G Co, St Louis. 235 Fifth ave.
- T A Keller, hf, Denholm & McKay Co, Worcester, Mass. 230 Fifth ave.
- M D Bram, hf, s, Bernheimer Bros, Baltimore. 470 Fourth ave.
- E Spreng, hf, H A Meldrum Co, Buffalo. 105 Grand.
- C V Williams, t, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
- A S Krauch, t, L S Ayres & Co, Indianapolis. 225 Fifth ave.
- C W Butler, t, H C Capewell Co, Oakland, Cal. 116 West 32d.
- C E Ackley, c, g, Ackley China Co, Poughkeepsie. Park ave.
- E J Gemmill, hf, c, A T Lewis & Son D G Co, Denver. 3 West 29th.
- B Mehlman, hf, c, t, Lebeck Bros, Nashville, Tenn. 1261 Broadway.
- W S Haupt, t, hf, Beehive Dept Store, Shamokin, Pa. Wallick.
- C D Fisher, s, L S Donaldson Co, Minneapolis. 230 Fifth ave.
- E T Naftel, t, Naftel D G Co, Montgomery, Ala. Continental.
- Mr Wiggs, c, hf, Wiggs' Store, Pontiac, Mich. Waldorf.
- A Jasmann, hf, Meier & Frank Co, Portland, Ore. 212 Fifth ave.
- J Orlebeke, hf, H C Prange Co, Sheboygan, Wis. 141 Madison ave.
- O F Uhl, t, Furstenwerth-Uhl Co, St Louis. Claridge.
- D J Bostin, t, Belk Bros, Charlotte, N C. 116 West 32d.
- L E Nelson, c, Central City Crockery Co, Syracuse, N Y. Herald sq.
- Mr Ridley, t, D Spencer, Ltd, Vancouver, B C. 1133 Broadway.
- A R Willauer, t, hf, L Samler, Lebanon, Pa. 37 West 26th.
- A L Deed, hf, c, t, Ottumwa Mercantile Co, Ottumwa, Ia. 72 Leonard.
- C W Benzow, t, W Hengerer Co, Buffalo. 2 West 37d.
- D C Sullivan, t, Erie, Pa. Marlborough.

TO MOVE UPTOWN.

SOMETIME between now and May 1 the McKee Glass Co., Thos. G. Jones, New York representative, will move to the Fifth Avenue Building, rooms 202, 3, 4 and 6 on the Twenty-fourth street side of the second floor having been engaged. These are the rooms recently vacated by the Pacific Importing Co., and previously occupied by the Horace C. Gray Co. They are to be redecorated, and as soon as the painters get out Mr. Jones will move in. He may possibly succeed in doing so by April 1.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Violating all existing working agreements, workers in the potteries at Sebring went on strike late last week, demanding fifty per cent advance in the hotel ware scale. No sooner had the trouble been reported to the headquarters of the National Brotherhood of Operative Potters here than the strikers were ordered to return to their places, and did so last Monday morning. Sebring potters never worked on hotel ware until the war order of last year, and they were paid the same scale as existed in this district. Some weeks ago the differences of the workers were discussed by the Western Standing Committee, and the workers were told that their demands were beyond all reason. Failing here, they went before the National War Labor Board, and again an adverse decision was rendered.

Because a jiggerman at the plant of the National China Co., Salineville, O., was given his two weeks' dismissal notice for alleged inefficiency a strike resulted there a few days ago, but, as in the above case, was quickly settled.

W. E. Wells and Marcus Aaron, of the Homer Laughlin China Co., and Robert T. Hall, of the Hall China Co., left last Saturday evening for a few weeks' vacation at Pinehurst, N. C. Robert Harker, of the Harker Pottery Co., is also at that resort, and the quartet will undoubtedly have lots of golf.

Among buyers visiting the district of late were Thomas A. Neely, for Strouss-Hirschberg Co., Youngstown, O.; J. M. Watte, for Butler Bros., New York; W. F. Newberry, for Woolworth's, New York.

Officials of the "White Ware Division" of the American Ceramic Society are expected to be announced within the next fortnight. It was arranged at the recent annual meeting of the Society at Pittsburgh that more technical attention be given the manufacturing of white ware, electric porcelain and sanitary pottery.

Charles L. Sebring, of the Sebring Pottery Co., and president of the United States Potters' Association, and Charles F. Goodwin, secretary of that organization, have been named temporary officers of the Division.

Generally speaking, stocks in local pottery warehouses are far below the volume carried a few years ago. The demand for merchandise for over a year has been so heavy, and production so far below normal, that manufacturers have had no opportunity to make up stocks. The bulk of shipments is made from ware that has come from the kilns within a few days.

Representatives of the U. S. Department of Labor have been making a survey of the health of dippers and helpers in potteries in Ohio and West Virginia during the past fortnight, and this is to be followed by physical examinations by Government physicians.

When Thomas A. Neely, of Youngstown, O., was here a few days ago en route to New York he reported the return of his son, Howard A., from France. This young man was a first lieutenant in the 102d Field Artillery, and during the last five months of the war was engaged in practically every battle. He was gassed and wounded, and is now a patient in No. 1 Army Hospital, New York. Mrs. Neely visited her son after his arrival, a few weeks ago.

For the first time in years no opposition appears to the re-election of President Edward Menge of the National Brotherhood of Operative Potters. The primary election is held on the first meeting night of each local union in March. First Vice-president Frank H. Hutchins, of Trenton, N. J., is also unopposed. All other offices are contested.

Plummer Capewell, formerly engaged in the office of the Knowles, Taylor & Knowles Co., has returned from France with an empty coat sleeve as a badge of honor. Of 250 men in his company of Marines who

went into battle last September only eight answered the roll call after the battle. He also lost one finger of his left hand, besides being wounded in the leg.

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Quite a decline in the demand for hotel ware is reported. There are good stocks in the warehouses, and shipments can be made the same day orders are received.

* *

Salads are reported in very active demand, and plants featuring these lines have considerable advance business on file.

* *

The East Liverpool Chamber of Commerce and other business interests are exerting every effort to secure an improved train service between here and Pittsburgh and westward to Alliance, at which point evening connections can be made for Chicago. Existing schedules are very unsatisfactory.

* *

Edward W. Clinton, of the sales department of the Smith-Phillips China Co., has recovered from an attack of influenza and has returned to his desk.

* *

A new light blue glaze has been developed by the Hall China Co. for their fireproof cooking ware.

* *

While common labor is slightly more plentiful in the pottery industry, many positions requiring skilled workers remain open. Gradually, however, the latter jobs are being filled, and manufacturers are of the opinion that within a few months working conditions will again be back to normal.

* *

Traction interests here have issued notice that, effective March 3, service between East Liverpool and Wellsville will be suspended, only hourly interurban cars, operating through to Steubenville, being scheduled. This action has been caused by Wellsville city officials failing to agree to a joint audit of the books and condition of the company, looking to an increased fare between the two towns. Considerable inconvenience to pottery workers will be the result.

BOSTON BUSINESS NOTES.

THE trade in Boston has had two holidays in a week to interrupt the ordinary flow of business. After observing the birthday of the Father of His Country on Saturday, Boston took another day off on Monday to welcome the President on his return from abroad. Tuesday saw a considerable influx of visitors from nearby towns and cities seeking information as to market conditions, but in many instances not showing a

disposition to do much buying. For all that, conversations with men in the trade lead to the conclusion that the year is so far seeing better business than the pessimists were inclined to predict.

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M. A. Hanse, general manager of the Lotus Cut Glass Co., Barnesville, O., is making a tour of the Eastern States, and while in Boston called on the H. P. & H. F. Hunt Co., New England agents of the concern.

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Irvin Stimer, who has been connected with the Boston office of the United States Glass Co., has been transferred to the New York office. Mr. Stimer made many friends in Boston who join in wishing him success in his new field of work.

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F. W. Perkins, of the Mitchell, Woodbury Co., has returned from a trip to Maine, and says that business there is good. Robert W. Corey, of the same company, prolonged his stay in New York this week to handle the business waiting for him in the metropolis.

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Miniature glasses filled with imitation beer wearing a lifelike collar are on sale in New England cities, to be worn as badges by people who like that way of showing their regret at the coming of prohibition and their longing for the good old times.

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Harry H. Lewis, New England manager of the Pittsburgh Lamp, Brass and Glass Co., has been busy during the past week unpacking the new line of samples from the factory.

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Nearly 800 attended the annual ball of the R. H. White Co.'s employees on Tuesday night. G. B. Johnson, president of the company, sent a telegram from Florida extending good wishes. M. A. McBride, vice-president, was among the guests. The R. H. White Co. maintains among its employees a chorus of fifty voices, with a professional teacher to train them, and their singing added largely to the pleasure of the evening.

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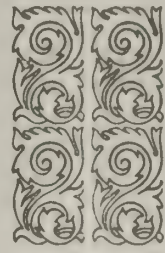
Retail dealers say that they find the public ready to pay any kind of a price that is not unreasonable. There is less disposition than formerly to give first importance to the question of cost in the selection of an article. The present condition may indicate fat pocket-books due to wartime earnings or to a general acceptance of the idea that prices have risen and that the buyer must expect to pay more than formerly.

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C. J. Robinson, china buyer for the Jordan-Marsh Co., has been in New York this week. Frank Earley, glass buyer for the R. H. White Co., is another Boston man who is making a study of the New York market.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



A NEW and distinct field for women of artistic temperament is the study of artificial lighting in the home. Miss Beatrice Irwin, a member of the Illuminating Engineering Society of this city, says that homes should not be illuminated with glaring spots of white light scattered here and there, but that all light should be semi-indirect and diffused in pools of color, as it were. She designs "light filters" of parchment based upon the "affective and effective values of color, to preserve the health of the eye and to conserve and strengthen nervous energy," for she believes that colors are sedative, recuperative and stimulating, and that our physical, mental and nervous systems vibrate to them. She holds that restful, and not restless, homes will result from women's work in this field.

Every buyer should make a note in his memorandum book to visit the Pittsburgh Lamp, Brass and Glass Co., where Manager Charles Kraft has an almost endless variety of exceptionally attractive designs in portable lamps and illuminating glassware which are destined to meet with instant approval. In the former



lines there are so many styles and finishes at such a wide range of prices that it would require pages to describe them. There are dainty desk and boudoir lamps,

table and floor sizes, with art glass and metal overlay shades in novel treatments, as well as hand-painted shades and various unique creations that are most interesting.

A new line of popular-priced lamps shown by Cox & Lafferty offers something decidedly original. The bases are of pottery in shapes that differ widely from what one is accustomed to seeing. The finishes, which are also quite out of the ordinary, are in three styles: mahogany, Venetian, and bronze. Art glass and metal shades in shapes and colors corresponding to the bases are used. The display consists of several styles in desk and regulation table size lamps for either gas or electricity.

Claude Kitchin, chairman of the Ways and Means Committee, is to make an effort to have the semi-luxury tax of 10 per cent imposed by Section 904 of the \$6,000,000,000 revenue law repealed. Among the taxable items are lamps and lamp shades in excess of \$25 each.

The Maibrunn Co., 40-42 East Nineteenth street, manufacturers of lamps and shades, are among the concerns that do not trail the path made by others, believing that success is only found in originating one's own designs. One wonders where they get all the clever ideas evinced in the extensive assortment. Every item has a touch of individuality that lifts it out of the commonplace.

Added interest is given the always attractive line of lamps shown at the salesroom of the Bradley & Hubbard Mfg. Co. in the Fifth Avenue Building by the arrival of a number of new ones which have just been placed on exhibit. They present most refreshing ideas in shapes and also a number of new finishes. "Merida" glass, a comparatively new creation of the concern, is used most effectively in the shades, which are decorated with floral and figured designs as well as scenic effects that are charming both with or without illumination.

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Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
L.L. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, FEB. 27, 1919.

THE FREE ZONE.

SOME months ago we took occasion to show the injury that would result to our merchants by the Free Zone as proposed to be exploited by the du Ponts. They announced that they had purchased the Grand Central Palace with the idea of renting space to foreign manufacturers at a low figure, these being permitted to send over samples without paying duty, display them, take orders, and then have the samples returned.

It does not take a very astute mind to see what an advantage such foreign manufacturers would have over those who maintain expensive establishments in New York, pay taxes, and give employment to American citizens. It would also seriously affect the American manufacturer, as the favored importer could undersell his home competitors and force prices down, thus making harder competition for the domestic producer.

The United States Tariff Commission is in favor of a free zone and is sending out a pamphlet describing its advantages. Under the caption "Definition and Purpose of a Free Zone" it says:

The word "free" in connection with "port" or "zone" is apt to be misleading. It is proper to note, therefore, that the term has no relation either to port charges or to any policy of "free trade" or "protection" in this case. Conventional nomenclature is in this case misleading. A "neutral" zone would be more properly descriptive. A free port or free zone is a place, limited in extent, that differs from adjacent territory in being exempt from the customs laws as affecting goods destined for re-export; it means simply that, as regards customs duties, there is freedom unless and until imported goods enter the domestic market.

A free zone may be defined as an isolated, inclosed, and policed area, in or adjacent to a port of entry, without resident population, furnished with the necessary facilities for lading and unlading, for supplying fuel and ship's stores, for storing goods and for reshipping them by land and water; an area within which goods may be landed, stored, mixed, blended, repacked, manufactured, and reshipped without payment of duties and without the intervention of customs officials. It is subject equally with adjacent regions to all the laws relating to public health, vessel inspection, postal service, labor conditions, immigration, and indeed everything except the customs.

The purpose of the free zone is to encourage and expedite that part of a nation's foreign trade which its government wishes to free from the restrictions necessitated by customs duties. In other words, it aims to foster the dealing in foreign goods that are imported, not for domestic consumption, but for re-export to foreign markets, and for conditioning, or for combining with domestic products previous to export.

Although the free zone is naturally conceived to be on deep water, and is commonly regarded as in many ways an extension of the open sea, there is none the less a possibility of its establishment in an interior location where rail and inland waters may bring about the assembling of foreign and domestic goods destined for export. It is pertinent to note that Switzerland is contemplating the establishment of a free zone at Basle, which is close to the industrial districts of France, Italy, Austria-Hungary, and the German Empire.

All of which is quite true. But the injury that may result to our manufacturers and established mercantile houses is entirely ignored.

Little attention has been paid to the matter by either the English or French importers or the domestic manufacturers. They do not seem to realize the danger that confronts them. In the course of a year or so the Government, now occupying the Grand Central Palace, will no longer need the building, and the du Ponts will then be able to put their scheme into effect.

Combined action by importers and manufacturers should be taken at once, and the matter presented to Congress.

PERMANENT TOY EXHIBITION.

A COMMITTEE of toy manufacturers was appointed at a recent meeting of the Toy Manufacturers of the U. S. A. in the Hotel McAlpin, this city, to prepare a collection of American-made toys which will be placed on permanent exhibition in the Smithsonian Institution, Washington. F. D. Dodge, secretary of the association, said that the toymakers had been invited by the Smithsonian Institution to gather a complete exhibit of all American toys that were popular during the war for this purpose.

Mr. Dodge said that the toy industry in the United States has reached a gross retail volume of \$40,000,000 annually, and that there is no shortage of toys at present. Before the war, he stated, our manufacturers were able to supply about sixty per cent of the de-

mand here, but during the war the industry has received a great impetus.

The annual Toy Fair is now in progress in New York, and buyers are here from all parts of the country to purchase their fall and winter stocks. The buyers, according to Mr. Dodge, are demanding American toys, and it is proposed to build a strong demand for American goods rather than depend on the movement to boycott German goods to last indefinitely.

PERSONAL.

THE trade was very much surprised to learn early this week that E. J. Burdett, buyer of china and glass for R. H. Macy & Co., had severed his connection with that concern. He has been with the house for twenty-seven years, starting in under his father, W. J. Burdett, who was known as "the old war horse." He rose to the position of assistant buyer, and on the death of his father succeeded him. Probably no buyer in the trade is better known than "Eddie" Burdett. He bought more china and glass for a single retail house than any other man in the country. He is cool, calculating, and of course thoroughly posted. He has nothing in view, and is open to an engagement.

Quietly, in his usual modest way, Fernand Desmaison took unto himself a wife on Lincoln's Birthday. The young lady, Miss C. Anderson, was a resident of Jersey City, and has a charming personality. The honeymoon was spent up the Hudson—a day here and a day there, as fancy dictated. Everybody who knows Mr. Desmaison will congratulate him and wish him all happiness. He received his discharge from the army on January 28 and is now back at his desk with L. Bernardaud & Co.

Chas. Hass, with Raphael Weil & Co., San Francisco, arrived in town on Wednesday night, registering at the Latham, and will be in New York until March 8, when he will return to the Coast. He will be back in April, as he expects to sail for Europe on the 19th of that month.

William H. Phillips, of the Smith-Phillips China Co., East Liverpool, arrived last Saturday to confer with the factory's New York agent, H. Benedikt.

G. B. Fowler, who is showing samples from the E. M. Knowles China Co. at the Imperial hotel this week, arrived last Friday, but could not get a room to show his goods. Billy Lynch, who has played the Good Samaritan several times this season, arranged to trans-

fer his room to Mr. Fowler; so No. 515 is still a domestic pottery showroom.

C. H. Stanton, the well-known dealer of Westerly, R. I., together with Mrs. Stanton, registered at the Hotel McAlpin on Sunday for a week's stay. He says business was never better with him during his entire experience than it is right now.

George F. Briggmann, of Webster & Briggmann, Meriden, Conn., spent Monday in New York consulting with E. L. Bates.

O. A. Weber, traveling representative for the Bradley & Hubbard Mfg. Co., returned the latter part of last week from a trip to Philadelphia, Baltimore and Washington, where he reported a very healthy demand for his line.

Robert J. Rader, of the Cox & Lafferty sales force, is back on the job once more after spending eight months in France as a member of the 9th Coast Artillery.

Leonard C. Cuff, who has just been discharged from the service of Uncle Sam, resumed his former position on the sales staff of Frank Wadsworth Jenkins, manager of the New York office of Charles Hall, Inc., on Monday of this week.

W. E. Wells and Marcus Aaron, of the Homer Laughlin China Co., left last Friday for a short sojourn at Pinehurst, N. C.

H. H. Phillips, salesmanager of the Gas City plant of the United States Glass Co., is some hustler. He arrived in New York last Friday, went to Boston on Saturday, was back in New York on Monday, and left for home Tuesday.

R. D. Ross St. Stephens, New Brunswick, Canada, who has been making his regular buying visit to New York, left for home Wednesday.

Percy N. Leyland, representing Copeland's, England, who sailed for the "tight little isle" just before Christmas, returned on Monday by way of Halifax. The voyage was not one of unalloyed pleasure, the weather being stormy and the ship crowded with 1,500 troops. Besides, he hurt one of his legs, with the result that he has to carry a cane.

M. J. Rosenblatt, who buys for the L. Hammel Dry Goods Co., Mobile, Ala., is registered at the Knickerbocker. He says business is good and that he is putting in higher-grade goods, as he finds that there is a

demand for them. Mr. Rosenblatt comes from a crockery family, his father having been in the business in Brooklyn years ago, and he also has two brothers in the trade. He took his position in Mobile last September, leaving Burden & Co., Brooklyn, with whom he had been for twelve years. He leaves for home on March 4.



Charles Hall, Springfield, Mass., was at the New York showroom this week. He left Tuesday night for home. He sails for Europe March 5th.



Charles M. Buscombe, formerly manager of Cassidy's, Ltd., who has been here for the past two weeks placing orders for the new Buscombe Importing Co., Vancouver, B. C., of which he is the vice-president and general manager, leaves for home on Saturday to give attention to the details of opening the business, which will begin operations in the very near future. The new firm starts with a valuable asset in Mr. Buscombe, who is possessed of exceptional ability and has a legion of warm friends in the trade.



Frank Wadsworth Jenkins will leave early next week for Philadelphia and Boston, and then for the West, in the interest of Charles Hall, Inc.



Otto J. Jaeger, head of the Bonita Art Co., Wheeling, W. Va., arrived in town last Sunday for a ten days' stay to see what is new in the market and confer with his New York agents, Cox & Lafferty.



Alfred B. Evans leaves Sunday night for his regular spring trip through New York.



H. Benedikt received a wire from his brother, Wm. G., merchandise manager for L. Bamberger & Co., Newark, N. J., on Sunday saying he and a number of other buyers, including "Lou" Carter, of N. Snellenburg & Co., Philadelphia, who are to make a trip to Japan in the interest of their respective concerns, had arrived in Seattle and would sail from Vancouver, B. C., on the 27th.



Chas. H. Hennings, of the W. S. Pitcairn Corporation, will leave for the South early next week. Joseph Hurd and E. C. Ledger will start out about a week later.



A Miller family party will be enjoyed at Lakewood during the coming week. John J. and Mrs. Miller, their son Donald and the former's brother leave on Friday for the resort in Jersey pines. It is expected that the trip will settle the question of superiority on

the links. The Messrs. Miller are all enthusiastic golfers, but it has always remained a matter of doubt in the family who was the most expert in swinging the clubs.



Fred C. Brey, with B. F. Drakenfeld & Co., is a busy man these days serving on the Federal jury and endeavoring to attend to his duties with the firm as well. This necessitates his being at his desk before seven in the morning—which means that he accomplishes two hours' work before the other employees are at their posts. Together with the time he puts in after court closes in the afternoon, he manages to keep things moving quite smoothly.

INCOME TAX INFORMATION.

QUESTION—The profits of my business for 1918 amounted to about \$10,000. How much income tax will I be required to pay on this amount?

ANSWER—If you are a married man you are allowed an exemption of \$2,000, together with an additional \$200 for each child under 18 years of age. On the first \$4,000 after that you are taxed at the rate of 6 per cent, and on the rest at the rate of 12 per cent. In addition to this normal tax there is a graduated surtax which applies to all incomes of over \$5,000. This surtax is 1 per cent on the income between \$5,000 and \$6,000; 2 per cent on income between \$6,000 and \$8,000; 3 per cent on income between \$8,000 and \$10,000, etc. Assuming that you are married man with two children under 18 years, your tax would be calculated in the following manner:

| | |
|--|----------|
| Income..... | \$10,000 |
| Exemption allowed..... | 2,400 |
| Amount subject to normal tax..... | \$ 7,600 |
| Tax on \$4,000 at 6 per cent..... | \$240 |
| Tax on \$3,600 at 12 per cent..... | 432 |
| Total normal tax..... | 672 |
| Surtax \$5,000 to \$6,000 at 1 per cent. | \$10 |
| " 6,000 to 8,000 at 2 per cent .. | 40 |
| " 8,000 to 10,000 at 3 per cent .. | 60 |
| Total surtax..... | 110 |
| Total tax..... | \$782 |

QUESTION—I am one of three partners, and the profits of our business amounted to approximately \$15,000 for the year 1918. Each partner draws a salary of \$3,000, but none of the profits of the business were drawn out by the partners. Will the partnership be liable for a tax on this profit?

ANSWER—Your partnership business as such is not liable to taxation upon its income, but the individual partners are each liable for the tax on his share of the profits of the business. If each of the partners owns a

EDWIN M. KNOWLES
CHINA CO.EDWIN M. KNOWLES
CHINA CO.

THE

Edwin M. Knowles China Co.

East Liverpool, Ohio.



Mayflower Shape.

Mt. Vernon (Fancy).

Cumberland (Plain).

Hotel Welt Edge.

EDWIN M. KNOWLES
CHINA CO.EDWIN M. KNOWLES
CHINA CO.

one-third interest in the business, then each partner will be required to pay income tax on one-third of the profits earned, viz., \$5,000, and also on the \$3,000 received as salary. In this case each partner would have to report an income of \$8,000, being the two amounts together. From this may be deducted the exemption allowed to married or unmarried persons, as the case may be. The method of computing the tax for each individual partner will be the same as illustrated in the above example.

QUESTION—We conduct a retail business and would like to know the shortest method of finding the cost of goods sold during the year.

ANSWER—If you are buying and selling merchandise you should find your profits for the year on the following basis: First, ascertain the gross sales or the total cash receipts for the year. Then add together the inventory at the beginning of the year and the total amount of goods purchased during the year. From this sum subtract the inventory at the end of the year, and the result is the cost of goods sold. The cost of goods sold may then be deducted from the gross sales, and the difference is the gross profit. From the gross profit may then be deducted the expenses of doing business, and the result is the net profit for the year. The following illustration will show how this is done.

| | |
|--|-----------|
| Total amount of sales for year 1918..... | \$100,000 |
| Inventory January 1, 1918..... | \$10,000 |
| Goods purchased during 1918... | 75,000 |
| | <hr/> |
| | \$85,000 |
| Inventory December 31, 1918 ... | \$11,000 |
| Cost of goods sold..... | <hr/> |
| | 74,000 |
| Gross profit..... | 26,000 |
| Cost of doing business (itemize these expenses)..... | <hr/> |
| | 17,000 |
| Net profit..... | <hr/> |
| | \$9,000 |

QUESTION—My wife receives an independent income. May she render the return for her income separately, or must her income be included with mine on the report I render?

ANSWER—If the husband and wife each receive an independent income equal to or in excess of \$1,000, separate returns may be rendered. If, however, the income of either is less than \$1,000, but their combined income equals or exceeds \$2,000, a joint return should be rendered.

QUESTION—May we claim depreciation on our stock of goods as a deduction from gross profit?

ANSWER—Depreciation on goods held for sale is not allowed as a deduction, but the dealer may claim depreciation on the property used for his business, devery equipment, fixtures, and other necessary equipment. Depreciation on your stock of goods would probably be taken care of in your annual inventory, as you would not inventory the value of an article at

twenty dollars if it was worth only ten dollars, even though it had cost you more than ten dollars.

QUESTION—Our corporation carries life insurance policies on the lives of a number of the members of the organization. Is the premium paid on these policies deductible as an item of expense from the gross income? One of these policies matured during 1918 and the corporation received the face value. Must the amount thus received be reported as taxable income?

ANSWER—Premiums paid by corporations for insurance covering the lives of those interested in the business cannot be deducted from the gross income. The premium on such policies is in the nature of an investment rather than an expense, as the amount of premium paid will eventually be returned to the corporation, either through the death of the insured or when the policy matures. To determine the amount of taxable income to be reported for the matured policy, find the total amount of premiums paid on this policy. Subtract this from the amount received at maturity, and the difference is the amount of taxable income to be reported from this source.

OBITUARY.

FRANK MUESSIG, son of C. Nick Muessig, East Liverpool representative of B. F. Drakenfeld & Co., died aboard the battleship Utah, to which he had been assigned, on February 22. After the Utah returned from European waters in January young Muessig visited his relatives and then returned to his ship, which joined the fleet at Guantanamo. The body will be brought to Brooklyn for burial.

ALL-STEEL LAMPS.

AN all-steel floor lamp is the latest production of the Pittsburgh Lamp, Brass and Glass Co. It may be had in six different designs and finishes, the latter including mahogany, mahogany and gold, ivory, royal blue, and royal blue and gold. In addition to the series of floor lamps the concern has also produced a line of all-steel portables, the designs being varied and in assorted colors and finishes. The demand for the goods is already quite active.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent to the United States during January amounted to £39,535—an increase of £19,573 compared with the same month of 1918.

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

RETAIL TOY BUYERS FORM ASSOCIATION.

TOY buyers for retail establishments throughout the country have organized a national association. At a meeting held in the Bush Terminal Building, Forty-second street, this city, last week, attended by about fifty buyers, a constitution was adopted and officers elected. Letters from about 150 buyers who were unable to be present, in which the writers signified their intention of joining, were read by M. Sweyd, who has fathered the new organization.

As set forth in the constitution, the aims of the new organization are to establish a better acquaintance among the toy buyers of the country, to establish a means of exchanging thoughts and ideas concerning the trade, to co-operate with other commercial organizations in constructive work, and to gather and disseminate statistics of the toy manufacturing and retailing interests.

J. P. Edwards, of the committee which framed the constitution and by-laws, and who represents a doll manufacturing firm of Sacramento, Cal., said that if this country was to maintain the increase in its toy business that it had obtained from the fact that Germany had been ousted from the American field it was necessary to organize so that they should progress, as he did not regard Germany as out of the field permanently.

"I would not be surprised," said Mr. Edwards, "to find that within a short period toys were sent over here actually made by Germany, but bearing a mark 'made in Switzerland' or some other such place. That is the sort of thing you have got to prepare for.

"Then, again, the fact remains that Japan has been sending a lot of toys here to take the trade that Germany had to give up. It is a mistake to imagine that the Japanese article is a poor article. The Japanese are improving all the time, and in spite of duties are able to send over here the finest kind of tree ornaments, and now a doll, called the bisque doll, which fully competes with ours and which is very much cheaper. That is where we have got to get together to manufacture a superior article to maintain our supremacy. During the war anything might go, but it is different now. We have got to wake up if we would keep our trade and increase it. We can't hold our doll trade unless we improve our methods in many respects. Anyway, this new organization will do much to improve conditions for promoting the toy trade."

It was stated that there would be no attempt by the organization to regulate or influence prices.

The officers elected are George Hegeman, of R. H. Macy & Co., New York, president; Leo Arnstein, of S. Schuster & Co., Milwaukee, Wis., vice-president; William Finnerty, of Stern Brothers, New York, secretary, and H. W. Shaw, of the Joseph Horne Co., Pittsburgh, treasurer.

The board of directors consists of the officers and the following: Charles Christensen, of the Marston Co. San Diego, Cal.; L. Edwards, of Weinstock, Lubin & Co., Sacramento, Cal.; A. Shannon, of the Bon-Marche, Seattle, Wash.; S. A. Knill, of the Denver Dry Goods Co., Denver; I. Rothstein, of Igel, Rothstein & Co., conducting the toy department for the Rosenbaum Co., Pittsburgh; A. Reiff, of Best & Co., New York; J. MacFarquhar, of S. Kann, Sons & Co., Washington, D. C., and Leo Cohn, of the Emporium, San Francisco.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

R. H. MACY & CO. REQUIRE A CHINA, CROCKERY AND GLASSWARE BUYER AND MANAGER.

WE ARE LOOKING FOR A COMPETENT EXECUTIVE FOR THIS POSITION. APPLY BY LETTER ONLY, GIVING COMPLETE RECORD OF PREVIOUS EXPERIENCE, TO P. S. S., PRIVATE OFFICE.

WANTED—Man with experience in wholesale china and glass establishment. Address, stating references and salary expected, A 206, this office.

WANTED—A POTTER—We want a good man who understands glazes and their application; also must know how kilns should be fired to get best results. Want a worker who knows. No "think so" fellows need apply. Advise fully, first letter, what kind of ware you can make, experience and references. We will make the kind you know best. Fair salary paid and chance to advance. Address A 205, this office.

BUSINESS OPPORTUNITIES.

WANTED—By experienced salesman who has large acquaintance with best trade in New England and Eastern New York State, an agency for either crockery or glass, or both. Would accept a good position as salesman. Address A 202, this office.

WANTED—By a salesman with established trade in New York and vicinity, lines of lighting glassware, portables, lamps, fixtures, etc. Has a showroom centrally located. Address A 204, this office.

FOR SALE.

CUT GLASS FACTORY (FORMERLY DEMER BROS., HONESDALE, PA.). AN UNUSUAL OPPORTUNITY FOR PARTY LOOKING FOR A BARGAIN. WILL SELL CHEAP. ADDRESS A 197, THIS OFFICE.

SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,

Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo.



CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 6, 1919.

CONDITION OF TRADE.

With the advent of Lent there is a decided falling off in trade. Most of the buyers who have crowded New York all through February have returned to their homes. Others have come, and more are coming, but the departures far exceed the arrivals. The Lenten season always has a depressing influence on trade. There is less entertaining and consequently lessened use of crockery and glass, but this does not mean a cessation of business. But there will not be so much for the next five or six weeks.

The bulk of import business for this spring has been placed. The English importers have done a good business mainly on earthenware. High-priced English china has had rather a slow sale.

The French importers have booked good business; but not as large as last year, probably because there is so much undelivered ware that buyers have not been over eager to increase their orders. They may find later that they have made a mistake.

The Japanese firms have done an immense business and although increased facilities for manufacture have been made buyers have contracted for nearly the entire output.

The domestic potters have booked big business during the import season and are still taking good business. Deliveries are much more satisfactory since the government shut off buying. The hotel china manufacturers

are getting plenty of business and they too are doing much better in the matter of shipments.

The glass business is "on again, off again." There will be a spurt and then a lull. Summer goods are in active request, but the general lines are a little slow. It is queer, but true, that one New York representative sold more cocktails in February than he had ever sold in any two months, and two retail houses report that the demand for champagnes, cocktails and wines had been greater than ever. This is attributed to the fact that people who are accustomed to serving liquors in their homes have stocked up with all kinds of spirituous beverages and are stocking up with glassware as well. Cut glass is still moving freely and our reports are to the effect that more orders have been taken since Christmas than were book all last year.

Rich decorated glass is going well. There has been a big demand for candy jars, fancy pieces and specialties. The demand for the best kinds seem to be increasing.

The toy trade has been excellent. The big houses report a splendid trade, but some of the exhibitors at the toy fair complain that while they had numerous visitors the volume of business was disappointing. Perhaps they expected too much, or perhaps, as there have been so many new concerns started recently, the trade has been divided.

The lamp business, which was unusually heavy

right after Christmas and quite unusual at that time of the year, is slowing down.

The housefurnishing trade is good, but largely of the hand to mouth order as lower prices are expected.

The retail trade is normal. It is a little early to feel the effects of the March sales at this writing, but great things are expected.

East Liverpool and Vicinity

More or less activity in the receipt of new business has been reported hereabouts during the last ten days. A number of buyers from Western points have been in the district. The demand for dinnerware is very active. Advance business with some plants is sufficient to insure operations throughout the next six months, and by that time the fall orders will start to come in. Transportation and shipping is about normal. A slight improvement in the labor situation is reported in the majority of plants.

Pittsburgh and Vicinity

General business conditions in the glass trade show an improvement. New business is in more active receipt, and factories are steadily increasing production. The open winter season has practically eliminated fuel trouble. Road salesmen are doing nicely, judging from the volume of orders being returned factories. The demand for cut and etched ware is increasing. Hand lamps are in better demand, with particular reference to the South. Lighting glassware remains in fair demand. Selling lists continue firm at former levels. Shipping facilities are good, so far as this district is concerned.

AT CHICAGO.

THE general condition of trade has been good during the week. Quite a few buyers are in the city, but they are not placing large orders. Factory representatives have received the impression that such orders as are being placed are for immediate requirements only. There is much talk of lower prices, particularly in the housefurnishing lines. Pottery and glassware seem to be holding rather firm. The volume of trade in dinnerware, both domestic and imported, is shrinking at the stores, according to the department managers, owing to the high prices. However, factory salesmen hold forth little hope that prices will be lower in the near future.

The Central Cut Glass Co. started to work last week in the plant at Mount Vernon, Ill. Oscar Eckland,

manager, went to that city from his local headquarters, and had soon mustered a large and skilled force, so that every frame in the factory is now in operation. By putting on full speed to production in the Mount Vernon plant the company will be more than able to make up the loss of the big cutting plant at Walkerton, Ind.

Miss Julia Mann, buyer of glassware for Marshall Field & Co., has returned to the city after an Eastern trip. W. B. Harris, manager of the china, glass and art goods department, has reached the European markets and is making satisfactory progress.

J. A. Jacobsen, representative of the Consolidated Lamp and Glass Co., has returned from a Northwestern business trip.

W. E. Skinner, manager of the Chicago branch of Manning, Bowman & Co., is making an Eastern business trip.

C. B. Ott, of the Eagle Manufacturing Co., has returned home after visiting for a while with Kelly & Reasner, local representatives. Frank Merry, of the Indiana Glass Co., was also a visitor at the office of Kelly & Reasner during the week.

H. T. Dennis, buyer of china and glassware for Becker, Ryan & Co., has returned from an Eastern business trip.

W. T. Darden has been serving on a jury for the past week.

E. H. Haeger, of the Haeger Potteries, Dundee, Ill., visited the city during the week.

G. C. Watkins, of the Ira A. Jones Co., returned to the city during the week.

Dave Saunders, factory representative, is about to leave on a road trip.

The Stetson China Co., which recently opened a branch office and display room in the Shops Building, has received full samples from the factory. The company is looking for salesmen to cover the local trade, according to L. Stetson.

E. W. Merrill, of the New England Furniture and Carpet Co., Minneapolis, was in the city on business during the week.

Henry Berlinger, buyer for Gimbel Bros., of Milwaukee, spent a couple of days in Chicago during the week.

Frank B. Tinker has received a full line of samples from the Lancaster Glass Co.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

At the annual meeting of the National Association of Pressed and Blown Glassware Manufacturers, the re-election of E. J. Barry, of Toledo, O., as president; John Kunzler, secretary and actuary, and Charles Voitel, as assistant to Mr. Kunzler, is forecasted. This session will be held in the rooms of the association in the Conestoga building, March 11. At the same time a number of disputes will be adjusted. The time and place of the annual summer session will also be agreed upon at this meeting. As has been the custom in past years this gathering will most likely be held in Atlantic City.

Opinion is growing that a summer stop in all glass factories under union rule will be agreed upon this season. The workers, it is said, will want this idea agreed to. In the last few years the workers have taken summer vacation in small companies, so that plants could continue operations with reduced forces at least. The question of a summer stop will be discussed at the annual meeting of the National Association next week.

During the recent visit of President Arthur J. Bennett, of the Cambridge Glass Co., here it was arranged that Frank M. Milliken should represent the line in the Pittsburgh territory. Heretofore the line has been shown here by W. W. Lang, at the time district manager for the Kinney & Levan Co. A general line of products will be permanently displayed here.

In view of the approach of the closing of saloons, glass manufacturers are now making a special drive on root beer glasses. Several new creations in this line have been presented within the last few weeks, some of which have handles, others without. Confectionery and drug jobbers are handling these lines in a very generous way this season.

Assistance of United States capital is being sought by the owners of a French glass factory, who have placed a value of \$600,000 on their property.

The owners say they will remain with a new company to the extent of \$100,000 and also that the "new interests" will be permitted to collect reconstruction indemnities.

Clyde Hartman, recently released from the Army, has resumed traveling for the United States Glass Co., and this week opened his lines in Western New York.

Certain Southern interests have been very liberal with their orders for hand lamps within the last fortnight, one factory alone receiving specifications for over thirty cars. Shipment is to be made as soon as the goods can be manufactured. It has been a long time since such liberal lamp business has come out of the South in so short a time.

"There has been a decided improvement in the demand for all lines of glassware during the last ten days," said George Daugherty, general salesmanager of the United States Glass Co., this week. "The entire line is having an active movement. There was somewhat a lull in buying during the first two weeks in February, but to-day conditions are just reversed. All indications point to a very active season ahead."

A number of buyers who did not visit the market in January were in the district last week, and then visited the East Liverpool pottery district. These folk in a few instances visited New York first, and stopped here on their way home.

Some inquiry is developing for souvenir merchandise. This business was practically a dead issue during the war, but is now being revived. Summer resort dealers and those following the traveling Carnival companies are placing advance orders.

Lighting glass manufacturers do not anticipate any great increase in new business until more activity is shown in building. It was made very plain here this week that increased building depended greatly upon a revision of freight rates on building materials. Such

a suggestion has already been made to Federal railroad representatives. Should a favorable reduction be authorized, glass manufacturers hold that it will have a decided effect upon the demand for all lines of glassware.

Several new designs in gas and electric shades are being shown for the first time by the Pennsylvania Glass and Mfg. Co. A very delicate color of yellow and pink is being used on a rose band design which is a new creation.

Since the new tax on liquors became operative, jobbers and factories have been receiving requests from dealers for "smaller sizes." Quite a few barrels of the latter have been sold within the last ten days, but at the same time the price of the individual service has increased.

Handled baskets continue to be in very active demand with some factories. Department store buyers are the most interested.

With a capital stock of \$50,000 the Brown Tumbler Co., has been formed to erect and operate a plant at Parkersburg, W. Va. The incorporators are J. W. and E. A. Brown, of Williamson, W. Va.; T. M. and J. L. Brown, of Parkersburg; C. C. Brown, of Akron, O., and John Gottfried, of Rochester, Pa.

A special convention of glassworkers' locals from the tri-state convened in Wheeling, W. Va., for the purpose of creating a uniform course in the work on manufacturing pressed glass. The men assembled were all those engaged in work on this particular kind of glass and the session extended until late in the evening. Delegates were present from all parts of West Virginia, and from as far north as Pittsburgh, while Ohio also contributed a number of delegates.

BOSTON BUSINESS NOTES.

PASSENGER service between Boston and England has been resumed by the Cunard Steamship Company with the sailing of the Princess Juliana for Liverpool. Re-establishment of this branch of the Cunard service will increase facilities open to Boston importing houses to receive direct their English purchases.

G. M. Morton, of the Cheshire Pottery, Keene, N. H., was among recent visitors to Boston.

Patrick C. Cowley, for fifty years in the employ of C. F. Hovey Co., was given a reception at the United States Hotel upon the occasion of his seventy-fifth birthday. John F. Cooney, assistant treasurer of the Jordan Marsh Co., acted as toastmaster. Mr. Crowley

was given a silk umbrella with a suitable inscription on the handle.

The will of Mrs. Louisa R. Stearns, founder of the R. H. Stearns Co., disposes of an estate value at \$220,000 in personal property.

The Employees' Mutual Benefit Association of Butler's, Inc., gave their first ball this week. The Butler Co. was represented by A. E. Flint, president; A. B. Rice, treasurer, and Donald McKay, general manager. There was an attendance of about 600.

The Mutual Lamp Co. of Lynn, has been incorporated with a capital of \$50,000 for the purpose of dealing in lamps. The incorporators are George O. Wiley, Martin F. O'Mealey and William E. Sisk, all of Lynn.

Arthur W. Blackmer, of New Bedford, secretary of the National Cut Glass Manufacturers' Association, called on Boston friends on his return from the New York show.

A. B. Hunt, of Lebanon, N. H., has been on a buying trip to this city. Mr. Hunt owns a department store in Lebanon, and he brings from that thriving town the story of a prosperous year's business.

E. H. O'Brien, former manager of The Bazaar in Clinton, Mass., will open a store of his own there about the first of April.

The Icy-Hot Bottle Co., of Cincinnati, has sent to its New England agents, the H. P. and H. F. Hunt Co., several attractive additions to its line, including a pint carafe of most attractive design. C. M. Raymond, of the Hunt Co., has been making Rhode Island towns this week, while F. R. Underhill has been making New York points.

Among New England buyers recently in the city were Neil McColgan, of the Chalifaux Co., Lowell; William Emerson, of Charles Emerson & Son, Haverhill; Mr. Dickinson, of the Tilden-Thurber Corporation, Providence, and Mrs. Kate L. Dakin, of Siasconset, Martha's Vineyard.

Fred Swasey, head of the E. Swasey Co., of Portland, Me., stopped over in Boston on his return from an extended trip through the West. He says that in that section of the country, buying is very extensive.

THE following delightfully frank notice appeared in an English paper recently: "Married, on the 12th inst., at Stoke-on-Trent, Mr. Joseph Farmer to Eliz. Walklake, both of Cobridge, in the Potteries, after a tedious courtship of twelve years."

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Many manufacturers have indicated this week that raw material costs for the current season are in advance of lists prevailing a year ago, and therefore the cost of manufacturing is higher than formerly. Clays are now quoted at higher prices and numerous other materials are also costing more. That prevailing selling lists of finished merchandise will continue effective for many months to come is the general belief of all concerned in the trade. Since the first of the year, the Western trade has been exceptionally active in placing orders, while the South has proved very attractive. The Eastern trade appears to be holding back slightly, but some jobbing interests and department store buyers have been exceptionally active in buying this season.

Clay mining interests and shippers of the country plan the formation of an association at an early date, which includes those identified with the domestic pottery industry. Many shippers of clay met in Pittsburgh last fall and formed a war service organization, and this will soon be made permanent.

Harry W. Smith, manager of the western offices of the R. & H. Chemical Co., with headquarters in Cleveland, spent several days among friends here last week.

Among buyers visiting the district of late were Walter Elms, with the Broadway Department Store, Los Angeles; Leo Himmelstern, of Himmelstern Bros., San Francisco; L. M. Sullivan, with Barker Bros., Los Angeles; L. Crampon, with J. H. C. Peterson Sons Co., Davenport, Iowa; A. Jassman, with Meier & Frank Co., Portland, Ore.; H. H. Voss, of Voss & Kooch, Austin, Texas; Richard Erler, with Joske Bros. Co., San Antonio, Texas; P. G. Rinkin, with the Boston Store, Chicago, and Bert Day, with Cook, Laurance Co., Cedar Rapids, Iowa.

The new plant of the Bedford (O.) China Co. has been placed in operation manufacturing a line of hotel

ware. Four jiggers are now working and the fifth will be started at an early date. Two continuous kilns are to be used for firing. Female help will be employed more generously in this pottery than any other, it is said.

Two new border patterns on the plain "Glenwood" shape of the Thompson Pottery Co., were shown for the first time this week. One design is an English creation, and the first shipment of the decal was "submerged." Another shipment was ordered through, and it arrived here a few days ago.

Thomas A. Copperstone, salesman for the Vodrey Pottery Co., has recovered his health sufficiently to make a Western trip for this firm. He spent a few days at the home office last week before starting. It is likely he will make the Eastern territory a little later.

W. Edward Wells, of the Homer Laughlin China Co., will be toastmaster at the twenty-sixth anniversary banquet of the Elks Lodge here March 18, at which time, U. S. Senator Warren G. Harding, will be the principal speaker. Ex-Congressman A. J. Barchfield, of Pittsburgh, well-known to the pottery and glass trade will also speak. W. L. Smith, Jr., of the Taylor, Smith & Taylor Pottery Co., is chairman of the committee in charge of the affair.

A host of new dinner shapes will be placed on the market next December for the 1920 trade according to present indications. No less than ten manufacturers have so far indicated their intent along these lines. Contracts for these shapes have been placed in some instances, and in others the business will be placed with modelers before the month end. Plain shapes will predominate. Only one new shape was shown in the trade last January, and this was by the National China Co.

That employees of some potteries have very little regard for agreements is shown by the action of the employees of the Sebring and Salineville potteries last

week. Even after being ordered back to work by union officials these men continued to remain 'out.' One of the biggest obstacles manufacturers had to surmount during the last two years was the almost weekly strike, walkout or trouble with this or that certain element of workers who sought to force any issue against the advice of their representative leaders.

Very little demand exists for toilet ware. Some pottery concerns have practically eliminated the line. What business is being placed for the line is in most instances for limited volume.

Orders are coming in earlier and in greater volume for the souvenir line of plaques of the D. E. McNicol Pottery Co., than heretofore. A considerable amount of this business is for immediate shipment, although future shipping instructions are noted on some specifications. The line is an exclusive jobbing proposition.

The full line of yellow and Rockingham ware is in active demand. All yellow ware kilns hereabouts are being worked to capacity.

Hotel ware will be the principal product of the new pottery about to be placed in operation at Chicago Heights. Molds are now being made, and operations will start at an early date. Chicago interests are back of the new deal.

T. A. McNicol, head of the pottery firm of that name, has returned from a business trip to Chicago and other Western points.

Several large scheme goods buyers have been making inquiries here within the last few days concerning short sets. It is possible this trade will start to be a liberal buyer as the season advances.

BUSINESS BRIEFS.

The American Department Stores, Newark, N. J., has been incorporated with a capital of \$100,000. There are twenty-eight incorporators.

The Sinclair Glass Co., Fairmont, W. Va., has been incorporated to manufacture glassware with a capital of \$50,000. The incorporators are Beulah Snyder, Alpha Orr, Samuel Leeper, T. F. Robey and C. H. Waggener.

FOR THE STAY-AT-HOMES.

YOU know what Mark Twain said about vacations: He bunked up on a closet shelf a few nights, put a cinder in his eye, and had just as good a time, felt much rested, and saved a hundred dollars.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under "Personal," the following buyers were reported in the city this week:

- E Carlson, c, g, Peerless Household Supply Co, Jamestown, N Y. Somerset.
- A R Willauer, c, g, hf, t, Bon Ton Dept Store, Lebanon, Pa. 37 West 26th.
- W B Elms, hf, c, t, Broadway Dept Store, Los Angeles, Cal. 95 Madison ave.
- A W Triede, t, Boston Store D G Co, Fort Smith, Ark. 116 West 32nd.
- C F Kemp, t, Bullock's, Los Angeles, Cal. 95 Madison ave.
- J W Chaput, hf, t, Harris & Mowry Co, Woonsocket, R I. 404 Fourth ave.
- S M Averill, l, W J Brooks, s, and G H Guest, hf, Jordan Marsh Co, Boston Mass. 432 Fourth ave.
- O W Clayton, hf, Castner-Knott D G Co, Nashville, Tenn. 23 East 26th.
- C G Ambler, hf, Porteous & Mitchell Co, Norwich, Conn. 432 Fourth ave.
- S E Price, t, Powers Merc Co, Minneapolis. 2 West 37th.
- L C Soule, t, D H Holmer Co, New Orleans, La. 15 East 26th
- C W Conant, hf, Porteous Mitchell & Braun Co, Portland, Me. 432 Fourth ave.
- F G Brost, l, J N Adam & Co, Buffalo, N Y. 2 West 37th.
- E Munroe, hf, c, g, Lion D G Co, Toledo, O. 23 East 26th.
- M C Thiell, hf, t, Stone Fisher Co, Tacoma, Wash. 1170 Broadway.
- M Buckley, t, S Kann Sons & Co, Washington, D C. 432 Fourth ave.
- A L McCoy, hf, Bry-Block Merc Co, Memphis, Tenn. 1150 Broadway.
- O J Dietsche, t, Wm Hengerer Co, Buffalo, N Y. 2 West 37th.
- W Weckes, hf, John Weckes' Son Co, Cleveland, O. Pennsylvania.
- J H McKeon, hf, t, g, Dutton's Roxbury Store, Boston, Mass. Latham.
- J F Kearney, hf, American Trading Co, Cleveland, O. Commodore.
- C F Ross, t, Foster Ross & Co, Auburn, N Y. 1170 Broadway.
- W K Sitton, hf, Louis Traxler & Co, Dayton, O. 116 West 32d.
- H Darmstadter, s, N Snellenberg & Co, Philadelphia, Pa. 1261 Broadway.
- L F Rosenberg, l, Metal Products Corp, Providence, R I. Breslin.
- D Oelschefskie, t, Wise, Smith & Co, Hartford, Conn. 404 Fourth ave.
- R Orr, c, t, g, hf, Hager & Bro, Lancaster, Pa. 404 Fourth ave.
- S S Sims, c, t, and H T Miller, c, t, Montgomery Fair, Montgomery, Ala. 23 East 26th.
- S J Nealis, t, hf, c, Gamble-Desmond Co, New Haven, Conn. 212 Fifth ave.
- R Rosenblatt, t, N Snellenberg & Co, Philadelphia, Pa. 1261 Broadway.

H E Claus, c, g, L A Witherill, Syracuse, N Y. 220 Fifth ave.
F E Deubert, hf, Montgomery Ward & Co, Chicago, Ill. 309 Sixth ave.
J W Power, hf, Sage Allen & Co, Hartford, Conn. 404 Fourth ave.
W N Kindel, t, Kindel & Graham, San Francisco, Cal. 225 Fourth ave.
R R Erler, hf, t, c, Joske Bros, San Antonio, Tex, 1150 Broadway.
A Rosner, hf, Loveman, Joseph & Loeb, Birmingham, Ala. 116 West 32d.
C F Ross, t, Foster-Ross Co, Auburn, N Y. 1170 Broadway.

RID OF OLD TOY STOCK.

TOY buyers in the city say that the past year has been the most prosperous in their history and with American goods forming ninety per cent of the new stock handled. This latter fact is, however, only a pleasing incidental. The general benefit has come because, on account of market conditions, dealers have cleaned up all their old stock and disposed of things that in normal times would have lain on their shelves for several years to come.

WANT TO BUY GLASSWARE.

ELSEWHERE in this issue is an advertisement by Jules Lang & Co., of London, England, who want to buy pressed and blown tumblers, glass dishes, perfume bottles, etc. They say they are in a position to take the entire output of a factory and will make payments against documents in New York. This seems to be a good chance to establish an export trade and someone ought to grasp it.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of December, 1918, compared with the same month in the preceding year, were as follows:

| | 1917 | 1918 |
|-------------------------------|-----------|-----------|
| China, not decorated..... | \$ 18,847 | \$ 20,752 |
| decorated..... | 244,636 | 239,889 |
| From France..... | 73,540 | 38,407 |
| Germany..... | ..... | 3,295 |
| United Kingdom..... | 55,060 | 40,561 |
| Japan..... | 100,155 | 151,949 |
| Other countries..... | 15,881 | 5,677 |
| Earthenware, not decorated... | 39,616 | 36,521 |
| decorated..... | 197,951 | 220,994 |
| All other..... | 21,410 | 20,880 |
| Total..... | 757,096 | 778,925 |

FOR TWELVE MONTHS ENDING DECEMBER.

| | 1916 | 1917 | 1918 |
|-----------------------|------------|------------|------------|
| China, not dec..... | \$ 283,329 | \$ 159,471 | \$ 212,290 |
| decorated..... | 3,227,590 | 3,398,232 | 3,344,715 |
| France..... | 936,800 | 648,719 | 572,873 |
| Germany..... | 239,447 | ..... | 72,307 |
| United Kingdom... | 537,705 | 646,359 | 465,422 |
| Japan..... | 1,325,672 | 1,896,144 | 2,133,132 |
| Other countries.... | 187,966 | 207,010 | 160,981 |
| Earthenware, not dec. | 336,632 | 553,691 | 467,395 |
| dec.... | 1,702,556 | 2,051,458 | 2,250,274 |
| All other..... | 284,570 | 273,499 | 410,656 |
| Total..... | 9,062,257 | 9,834,583 | 10,030,045 |

DOLLS AND TOYS.

| | 1917 | 1918 |
|------------------------------|-----------|-----------|
| Dolls and parts of dolls.... | \$ 24,186 | \$ 65,851 |
| All other toys..... | 90,761 | 11,915 |
| Total..... | 114,947 | 77,766 |

FOR TWELVE MONTHS ENDING DECEMBER.

| | 1916 | 1917 | 1918 |
|----------------|-----------|------------|-----------|
| Dolls & parts. | 99,905 | \$ 266,319 | \$427,384 |
| All other toys | 1,337,681 | 1,477,326 | 871,759 |
| Total..... | 1,437,586 | 1,743,645 | 1,299,143 |

GLASSWARE.

| DECEMBER | | FOR TWELVE MONTHS E'D'G DECEMBER | | |
|----------|----------|----------------------------------|-----------|-----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$73,920 | \$24,095 | \$479,049 | \$564,545 | \$467,264 |

CHINA CLAY.

| DECEMBER | | FOR TWELVE MONTHS E'D'G DECEMBER | | |
|----------|---------|----------------------------------|----------|----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| ..... | \$4,340 | \$12,137 | \$29,433 | \$15,774 |

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

| DECEMBER | | FOR TWELVE MONTHS E'D'G DECEMBER | | |
|----------|------|----------------------------------|----------|------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| | | \$16,754 | \$26,013 | .... |

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

| DECEMBER | | FOR TWELVE MONTHS E'D'G DECEMBER | | |
|----------|---------|----------------------------------|----------|----------|
| 1917 | 1918 | 1916 | 1917 | 1918 |
| \$21,128 | \$1,528 | \$287,017 | \$56,810 | \$19,508 |

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MARCH 6, 1919.

IN ordinary times a buyer may pick up some very desirable goods in Europe; but if reports are true the new things to be had in either England, France or Italy are so few that it is a question if the returns would pay for the cost of the trip. Of course there is the advertising to be had from the statement that "these goods were purchased by our buyer on his recent trip to Europe." But, except for a few fancy goods, buyers can do better right here in New York.

POWERS OF TRAVELING SALESMEN.

MORE than the army of traveling men are interested in a decision recently rendered by the Appellate Division of the Supreme Court. The point involved in the case decided was whether an order for the purchase of goods was effective when taken by the traveling salesman. The court holds that such an order must be accepted and ratified by the principal before it can be binding on the latter. Its reasoning is that the salesman is merely a solicitor of business without power to bind his principal. The latter is not bound to accept the business thus offered, nor is it his duty on receiving the order through the salesman to notify the buyer within a reasonable time that the offer will not be accepted. In other words, affirmative action by way of acceptance is essential.

How far this decision will tend to modify present ways of doing business is a question. In most cases, especially now, when it is once again a buyers' market,

says the New York "Times," the question is not apt to be raised very often, as sellers will be only too glad to fill orders received. Then, too, the instances are likely to be few in which salesmen will take orders that are not acceptable to their employers. While the decision will tend to secure employers against the acts of careless or too eager salesmen, it may give the unscrupulous among the former a weapon to use to their own advantage when opportunity offers. Still, this situation will be checked by the fact that it pays in business to be "square," and by the further circumstance that buyers may secure themselves by insisting on prompt acceptance of orders from the principals.

PERSONAL.

THE transport Turrialba, which arrived here on Saturday had Lieut. Adam L. Gimbel, grandson of the founder of the Gimbel Bros. stores in New York, Philadelphia and Milwaukee, as one of its passengers. He is one of the executives of the Philadelphia store and is a son of Charles Gimbel. He enlisted as a private at the outset of the war, starting as a stevedore, and recently has been in charge of supplies at Bordeaux and Tours as First Lieutenant on the staff of General Connors. He is one of seven Gimbel sons to go into army and navy service.



Cyril A. Lowe, foreman for the Kiefer Bros. Cut Glass Co., previous to his resignation last week, will open a cutting shop of his own at 43 Lexington avenue, Brooklyn, specializing in light cuttings.



Chas. Dooley, buyer for Cowell & Hubbard, of Cleveland, who has been in the city for more than two weeks, went home Tuesday. His house for years has owned a nice piece of property on Euclid avenue at Thirteenth street, but have not improved it. Plans are now being made to build and it is expected that within a year from now the new store will be ready. Mr. Dooley will have more than double the space now occupied and one of his objects in this visit was to place import orders for the new place.



J. Meredith Miller, of Maddock & Miller, left on Sunday night for his regular Western trip. He will be gone about three weeks.



The Misses M. E. and Ella Brennan, the former buyer for the Peoples Store Co., Tacoma, Wash., and the latter for A. M. Rothchild & Co., are making their visit to the New York market together having arrived

the latter part of last week for a two week's stay to place orders for their respective concerns. They are making their headquarters at 214 Church street and 470 Fourth avenue.

C. Nick Muessig, East Liverpool representative of B. F. Drakenfeld & Co., arrived in New York on Saturday to arrange for the funeral of his son Frank, who died on board the Utah at Guantanamo on Feb. 26th.

A. J. Mueck, of the Pairpoint Corporation's sales staff, left on Monday for a three week's trip through New York State.

Albert Jassman, the popular buyer for the Meier & Frank Co., Portland, Ore., arrived in town last Friday for his usual stay to place orders for his concern.

W. E. Hunter, president of the Economy Tumbler Co., spent several days in town this week talking matters over relative to local business with his representative, E. W. Hammond.

H. A. Ross, salesmanager for the Pittsburgh Lamp, Brass and Glass Co., arrived in the city on Monday and spent several days calling on the trade here with Charles Kraft the New York manager.

R. C. Fenton, head of the Fenton Art Glass Co., made one of his infrequent as well as brief visits to New York last Thursday to consult with the factory's local representative the Horace C. Gray Co.

George R. West, of the Westmoreland Specialty Co., arrived in town on Monday to spend the greater part of the week here.

Edward Boote sailed this Thursday for an extended visit to England where, aside from his business connections, he has many relatives. Harry L. Seixas goes along with him for a short stay.

J. W. French, of John Davison, Inc., is booked to leave on Monday next for a Western trip with Pittsburgh as the first stop. If anything should detain him he will go at the first opportunity.

Capt. J. H. Venon writes to his office force in New York that he will leave the Red Cross in France on March 31st. He will then visit Sweden for conference with the manufacturers he represents in New York and hopes to be home some time in May. He says prices are advancing in Europe on account of the home de-

mand, and as supply and demand fix prices he sees no chance for reduction for a long time.

Brewster Kinney, who has charge of the retail department of Kinney & Levan, was in the market this week. He is at the Biltmore and will remain until March 20.

Max Hirsch is having a hard time. His wife and two boys are sick with influenza and on Sunday he was put to bed with the same malady.

F. P. Judge, of the National China Co., was in New York this week in conference with H. Benedikt, the New York representative.

Geo. H. Service, with Kennard L. Wedgwood, was in Boston this week. He will leave for a Western trip within a few days.

Thomas A. Neely, buyer for the Strouss-Hirshberg Co., Youngstown, O., is another welcome visitor in the local market this week. He is registered at the Hotel Breslin.

Dr. Charles L. Casey, head of the Guernsey Earthenware Co., spent the latter half of last week in New York principally to consult with his agents, Bates & Ledden, relative to bringing out the concern's new line of hotel ware. This was his first trip here in a long while.

M. Takagi, with the Taiyo Trading Co., left on Wednesday for a several day's stay in Pittsburgh, where he will meet Theo. T. Freyer of the concern's road staff.

S. Illian has been engaged by A. Broll to call on the restaurant trade in the Metropolitan district with his lines.

L. B. Martin, president of the Lancaster Glass Co., was in town for several days this week attending to special business for the factory as well as conferring with Frederick Skelton, his New York representative.

Chas. P. Cox, of Cox & Lafferty, is home from a two week's visit to Miami, Fla. He was charmed with the scenery and the beauty of the country, but complains about the excessive hotel charges.

Edward Keuling, who was a member of Frederick Skelton's office force about a year ago, has returned to his old position. He says he found from experience

that there were other lines worse than the glassware business.



Chas. H. Sebring, of Sebring, O., was in the city for a short time this week.



Fred Classon, with the Fisher Cut Glass Co., who has been in New York for a week left on Wednesday for the East.



Corporal Robt. R. Duffin, who is on a year's leave of absence from Morimura Bros. that he may do Red Cross work in Europe, sends a postal card from Coblenz, Germany, which says he is visiting hospitals. The boys are resting and enjoying life. He says that there are many new paterus of china shown at pre-war prices.

IMPORTS FOR 1918.

ELSEWHERE in detail we show the imports of earthen, stone and china ware, for the year ending December 31, 1918, which amounted to \$10,030,045, In 1917 the value was \$9,834,583; so there was a gain of \$195,462. The importations for 1916 were \$9,062,-257, or \$967,788 less than in 1918. France sent \$572,-875 in 1918 and \$648,719 in 1917—a loss of \$746,846. The loss as compared with 1916 was \$363,927. England shows a loss of \$150,937 as compared with 1917, and a loss of \$72,283 compared with 1916. Japan gained \$236,988 in 1918 as compared with 1917, and \$807,460 over 1916. Germany sent \$72,307 worth in 1918, nothing in 1917, and \$238,447 worth in 1916. All other countries sent us less by \$107,029 worth in 1918 than they did in 1917, and \$86,985 less than in 1916. There was a gain of \$98,816 in decorated earthenware in 1918 as against 1917, and a gain of \$547,718 as compared with 1916. In ware not decorated there was a loss of \$96,296 compared with 1917, and a gain of \$130,763 compared with 1916.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 6, 1919.

HAVRE

Str. Rochambeau, March 1.

2 packages toys.....Bloomingdale Bros

BORDEAUX

Str. Niagara, March 3.

8 packages chinaware.....Alpers & Mott
5 " ".....Gimbel Bros
4 " lamps.....Richard & Co

POWEY

Str. Begona I, March 3.

425 packages china clayMorey & Co
134 " ".....J B Moors & Co
914 " ".....Moore & Munger
670 " ".....J W Higman Co
170 " ".....G Knowles & Son
1203 " ".....Baring Bros Co

GENOA

Str. America, March 3.

3 packages glassware.....S A Frost & Son
2 " ".....A H Veith
98 " ".....M Goldberg's Son

LIVERPOOL

Str. Lapland, March 3.

4 packages earthenware.....Lazarus & Rosenfeld
16 " ".....T S Todd & Co
30 " ".....A J Fondeville & Co

Str. Belgic, March 4.

3 packages earthenware.....Guaranty Trust Co
3 " ".....Rowland & Marsellus Co
3 " ".....H C Edmiston

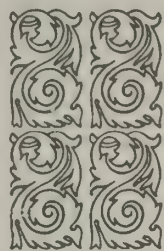
GOVERNMENT APPEALS IN EMBOSSING CASE.

A SHORT time ago the importers won a case against the Government on a claim that embossing was not a decoration. Last week the customs authorities ordered an appeal taken.

The merchandise had been assessed with duty at the rate of 40 per cent ad valorem, under paragraph 79 of the Tariff Act of 1913, as earthenware ornamented or decorated, but was held by the Board to be dutiable at the rate of 35 per cent ad valorem under the provisions of the same paragraph for earthenware "if plain white, plain yellow, plain brown, plain red, or plain black, not painted, colored, tinted, stained, enameled, gilded, printed, ornamented or decorated in any manner."

THE HARTFORD-FAIRMONT DECISION.

SOME months ago Homer Brooks won an important suit against several manufacturers for infringing his patent, and later sued the Hartford-Fairmont Co. This time he lost. The case was tried before District Judge Thomas, of Connecticut, on February 18th, who decided that the defendant does not infringe and dismissed the suit saying: "The evidence is conclusive that the Brooks machine and the defendant's machine are radically different in theory and operation, and they certainly are in no way similar in appearance or operation."



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



An assemblage of domestic dinnerware lines that meets every requirement of the dealer, and is a complete range from the popular-priced to the better grade, are shown by H. Benedikt at his salesroom, 7 West Twenty-second street. No less than four prominent factories are represented in the display. They are the Cannonsburg Pottery Co., Smith-Phillips China Co., W. S. George Pottery Co. and National China Co. The selection is unusually extensive, and comprises new shapes and the very latest ideas in decorations. Aside from these lines, Mr. Benedikt also represents the Corona Cut Glass Co., from which he is showing a most interesting collection of light cuttings. Another factory is the Wilson Mfg. Co., makers of a well-known line of toasters.

A. H. Hays has received a new narrow border decoration from the Crooksville China Co. that is one of the best the pottery ever put out. He also has some new things in the "Zako" line from the Zanesville Stoneware Co.—fancy baskets, vases, flower bowls, and jardinieres. The regular line of matt glaze goods, now just in season, is very complete.

Robt. Slimmon & Co. opened two new patterns this week from Weatherby's. One has a narrow blue border broken into panels by roses. The border has small flowers superimposed on the blue. Another has a flower pattern on a golden brown border and looks like solid gold. Both of these treatments are effective and the patterns are of the kind that move rapidly.

Geo. Borgfeldt & Co., will make a display at the William Penn Hotel, Pittsburgh, during the week beginning March 23 and will have another at the Morrison Hotel, Chicago, from April 1 to 20. Among the new lines they have acquired this year are Nitrogen and Tungsten lamps for which they are distributors.

Charles Hall, Inc., are showing at 200 Fifth avenue a complete line from the Haeger Potteries. There are some very attractive tea sets, individual coffee sets,

salad sets and fancy pieces in delicate sea green, ivory, and blue—solid colors. These sets have made a hit for use in seaside and country homes and mountain bungalows. The shapes are artistically designed and potted in the excellent Haeger style. Besides these there are flower bowls, vases, candlesticks, jardinieres, and other pieces. In the gift shop goods there is an endless variety of taking things that will attract buyers.

There are a number of new attractions at the salesroom of the Saul Mfg. Co. well worth investigating. Among them is an exceptionally strong line of popular-priced unbreakable dolls. They come in all sizes and various types and are dressed so prettily that they are destined to delight the "kiddies" wherever they are shown. The concern is specializing in a six dozen assortment that could not be improved upon for selection and price range. Special assorted packages of Japanese china, in carefully selected items and designs, are also proving exceedingly popular.

Dela Croix & Wilcken, New York representatives of the H. Northwood Co., 19 Madison avenue, are showing a new creation in glassware just received from the factory called "Sateena"—a deep-toned amber with rich iridescent effect that is sure to take the eye of customers looking for something out of the ordinary. They are also showing a number of new items in their other lines of colored glassware, including candy jars, footed fish bowls and other equally salable articles. Their line of lemonade, water and grape-juice sets in plain and optic effects with raised enamel and gold decorations is easily one of the best popular-priced lines on the market, and should be seen by every buyer looking for special values.

The Westmoreland Specialty Co. have certainly surpassed themselves in their latest creations in several very striking decorative effects that are already proving their popularity with the buyers. There is a novel border treatment in a trellis style, coin gold tracing, over which is applied a charming floral arrangement in richly

colored raised enamels. One equally beautiful is a fine lace-like background border with a continuous dainty flower pattern. Still another shows an unusual irregular border outlined in coin gold in a web effect somewhat similar to the others mentioned which is also shown in a combination with brightly colored enamel flowers. One of the special features of each line is the many excellent articles in which it may be had.

A most tasteful assortment of patterns consistently maintained throughout the line characterizes the 1919 display of the Smith-Phillips China Co., at the sales-room of the factory's New York representative, H. Benedikt, 7 West Twenty-second street. There is not one design in the complete showing that is not good, while some are far above the ordinary. The patterns which formerly proved a success on the discontinued "Dolly Madison" shape may now be seen on the popular "Princess" shape.

A genuine novelty in cut glass from the Sterling Glass Co. is being shown by the Horace C. Gray Co., Fifth Avenue Building. It is a distinctly unusual treatment of an unusual design, ornamented by a new type of copper wheel engraving applied in such a manner as to instantly attract attention. The price is very modest for a line of such a unique character. There are vases, water and lemonade sets, handled sandwich plates, bowls, and any number of other salable items.

OBITUARY.

A TELEGRAM received on Monday announced the death of H. C. Taft, of Taft & Pennoyer, Oakland, Cal., Mr. Taft was in New York recently and left for home in excellent health. He was taken with an attack of pneumonia on the train. He arrived Sunday morning and was taken to his home. He lived only a few hours after he arrived. He was seventy-two years old. Mr. Taft was highly regarded in the trade. He was a good business man, quiet in demeanor, with a personality which commanded respect.

MAY HOLD TOY FAIR UNDER ONE ROOF.

THE annual Toy Fair will be housed in one structure, instead of being scattered about among a number of New York hotels and office buildings, if a suggestion presented by the newly organized National Retail Toy Buyers' Association is followed out.

It is argued that by displaying the products of the toy manufacturers under one roof the general public

will become interested in the annual event and will be able to form some idea of what toys will be offered for sale in the stores later on. The Toy Fair is in progress now in a number of the city hotels. It will continue until March 15.

MOVES TO NEW QUARTERS.

THE well-known hotel and restaurant supply concern of N. Radus & Sons, formerly at 143 Bowery, have removed to their new six-story building, at 78 Bowery, where greatly-enlarged facilities will enable them to handle one of the most comprehensive lines of china, kitchen utensils, silverware and other equipment to be found in one establishment. They have spared no expense in fitting the building up in excellent style. The first floor and balcony are devoted entirely to offices and sample rooms while the basement and other floors will be utilized for stock. The firm which has been located on the Bowery for sixteen years is composed of Nathan Radus and his two sons, Harry and Morris.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Foreman for decorating shop. Must have had experience in both under and overglaze decalcomania decorations on hotel vitrified china. Address SHENANGO POTTERY Co., New Castle, Pa.

WANTED—A POTTER—We want a good man who understands glazes and their application; also must know how kilns should be fired to get best results. Want a worker who knows. No "think so" fellows need apply. Advise fully, first letter, what kind of ware you can make, experience and references. We will make the kind you know best. Fair salary paid and chance to advance. Address A 205, this office.

WANTED—Salesman for vitrified hotel china. Territory New England and Eastern States—excluding New York City. Address SHENANGO POTTERY Co., New Castle, Pa.

BUSINESS OPPORTUNITIES.

WANTED—By experienced salesman who has large acquaintance with best trade in New England and Eastern New York State, an agency for either crockery or glass, or both. Would accept a good position as salesman. Address A 202, this office.

WANTED—By a salesman with established trade in New York and vicinity, lines of lighting glassware, portables, lamps, fixtures, etc. Has a showroom centrally located. Address A 204, this office.

FOR SALE.

FINE equipment for a glass cutting factory. Quantity of new Creigleith stones, frames, shafting, pulleys, spindles—all in A No. 1 condition. All frames painted. Also a 7½ horse power motor. For sale reasonable. Address A 207, this office.

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 13, 1919.

ALBERT PICK & CO. BUY BURLEY & TYRRELL CO.

BY the time this journal reaches its readers it is more than probable that Albert Pick & Co., hotel jobbers of china glassware and furnishings, will have purchased the business of the Burley & Tyrrell Co. As this is being written the deal has just about been closed, although the final papers still await signatures. Albert Pick, president of Albert Pick & Co., admitted that the negotiations are drawing to a head, and indicated that unless some now unforeseen difficulty arises, the transaction will be formally concluded.

"We have an understanding with the Burley & Tyrrell Co.," said Mr. Pick, to a representative of the journal yesterday, "but until the deal is definitely concluded no statement is possible. I say this much only because the deal has become current gossip in the trade, and I realize that you would probably run a story whether I said anything or not. There are still a few details to be arranged, but there is nothing pending which makes it seem that our negotiations, which have been in progress for some time, will not come to a logical conclusion as planned."

"Negotiations for the sale of our company to Albert Pick & Co. are in progress," said C. M. Trowbridge, of the Burley & Tyrrell Co., "and it is probable that before the end of the week the deal will be concluded. However, I am not in a position to say that the sale is an assured fact, for none of the papers have been signed, and there is really nothing which can be authoritatively said until that ceremony has taken place."

The Burley & Tyrrell Co. has been in business at 7 N. Wabash avenue for many years, and is one of the

oldest and best known hotel and import concerns in the United States. Formerly in the jobbing business, the company discontinued several years ago and called all salesmen off the road, with the intention of devoting itself exclusively to hotel sales. In addition, a retail store has always been conducted, featuring imported dinneware and glassware. A silverware department has also been conducted, featuring the highest grade of period silverware, in both flat and hollow ware. Albert Pick & Co. is one of the largest and most aggressive concerns of the kind in America, having a distribution over the entire country.

Rumors of this purchase were current in New York all last week in various forms. One was that the sale included only the hotel business and that Burley & Tyrrell would continue the retail business under the old style of Burley & Co. Another was that the retail business would be moved to Michigan avenue and the wholesale business would continue at the old stand. The most persistent was that Albert Pick & Co. had taken over the whole business and after transforming the hotel trade to their own establishment would continue the retail end in the present store until the expiration of their lease next year when they would move to Michigan avenue and conduct an exclusively high grade retail business. The wholesale branch was to be abandoned. Color to this last was given when application was made to some of the importers in New York by one of the big jobbers as to whether open stocks which they have carried would be available in the future, indicating that the wholesale stock was to be

sold. The story, as told above by our Chicago correspondent, sets these rumors at rest. The deal it is said, in New York, involves more than three quarters of a million dollars.

BOSTON BUSINESS NOTES.

THE name of Jones, McDuffee & Stratton appears among the business concerns contributing to the campaign to raise a fund of \$500,000 for the Central New England sanatorium at Rutland. The Jordan-Marsh Co. is another contributor for \$500. George W. Mitton, president of the latter concern, was a member of the committee. The campaign closed this week.

Captain Jackson Caldwell died at his home in Somerville after an illness of several months. He came to this country from Scotland in 1872 and had built up an extensive business in furniture and housefurnishings. He was a member of the Ancient and Honorable Artillery Company, as well as several fraternal organizations.

The Polish Citizens' Corporation has been formed with a capital of \$5,000 at Hartford, Conn. It will carry glassware in addition to hardware and groceries.

The American Thermos Bottle Co., of Norwich, Conn., has made its sixth semi-annual distribution of bonuses to its employees who have been with the company six months or longer.

The Almy, Bigelow and Washburn Corporation, of Salem, has taken title to the large brick and stone structure which it has occupied for a number of years as a department store.

H. A. Ross, salesmanager of the Pittsburgh Lamp, Brass and Glass Co., spent a part of the week in Boston in connection with the opening of the new line at the company's New England headquarters.

Joseph Friedman, representing the J. N. Sherwood Co., New York, has been in the city introducing to the toy trade the "Ducky-Doo," a rocking toy designed for children of the creeping age.

Harry Burke, of the Theodore Haviland Co., has been calling on friends in Boston during the week.

Frank A. Smith, china and glass buyer of the Gilchrist Co., is on a trip to the potteries at East Liverpool, Ohio.

George Silvia, of the Pairpoint Corporation, New

Bedford, has been on a trip which included Boston this week.

The Paine Furniture Co., the largest retail furniture concern in New England, if not in the United States, announces this week that it is opening a new lamp department. The company occupies an eleven-story building in the Back Bay shopping district. It has dealt in lamps heretofore, but the stock has been distributed through the building. Under the new arrangement, it will be assembled in a handsomely-appointed department on the second floor. The company is also greatly enlarging its line.

"Correct Table Settings" is the title of a booklet published by the Mitchell, Woodbury Co. It has an artistic cover, with embossed lettering and contains numerous illustrations in color. The text, which was edited by Richard Verzone, maitre d'hotel of the Copley-Plaza, is adorned with tinted initial letters. The china and glassware shown in the illustrations were taken from patterns in the stock of the company.

Representatives of northern New England houses, returning from the toy fair in New York, have been among the recent visitors to the trade in this city. The majority of them have told of buying heavily to protect themselves against a possible scarcity in the market in the months to come. There are, of course, a few exceptions, men who prefer to wait and see what the future will bring forth, but there are few of them in comparison with those who hold that now is the time to buy.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 13, 1919.

LONDON

Str. Maiancha, March 7.

5 packages glassware.....A J Taylor

BORDEAUX

Str. Chicago, March 8.

| | | |
|-----|-------------------------|------------------------|
| 37 | packages chinaware..... | A G Moment |
| 74 | " " | L Bernardaud & Co |
| 21 | " " | J Tharaud |
| 7 | " " | J Wanamaker |
| 9 | " " | L E Bohn |
| 39 | " " | Vogt & Dose |
| 198 | " " | Theodore Haviland & Co |
| 67 | " " | Herman C Kupper |
| 3 | " " | Grey & Grey |
| 18 | " " | J H Venon |
| 200 | " " | Haviland & Co |
| 84 | " " | Wm Guerin & Co |
| 94 | " " | Haviland & Abbot |
| 1 | " " | J A Payne |
| 4 | " " | Werlich & Co |
| 1 | " toys..... | Geo Borgfeldt & Co |

LIVERPOOL

Str. Coronia, March 6.

| | | |
|----|---------------------------|-----------------------|
| 38 | packages earthenware..... | Maddock & Miller |
| 4 | " "..... | Irving Trust Co |
| 6 | " "..... | L A Consmitter |
| 1 | " "..... | Gilman Collamore & Co |
| 17 | " "..... | G F Bassett & Co |
| 1 | " "..... | Butler Bros |
| 20 | " "..... | W S Pitcairn |
| 12 | " "..... | J Davison |
| 2 | " glassware..... | Davis Collamore & Co |

ROTTERDAM

Str. New Amsterdam, March 10.

1860 packages earthenware.....Geo Borgfeldt & Co

TELLURIUM AS A PIGMENT IN SODA-LIME-SILICATE GLASSES.

In view of the high tinctorial capacity of sulphur and selenium in soda-lime glasses, Fenaroli was led to investigate whether tellurium—which has many properties in common with selenium in particular—could be utilized in the same way. The experiments in this connection were performed in porcelain crucibles heated in a Seger furnace, so that sufficiently white, even though not absolutely colorless, glasses could be obtained without the use of decoloring oxides. The mixtures used were designed to furnish glasses of the approximate formula $9\text{SiO}_2 \cdot \text{CaO} \cdot 2\text{Na}_2\text{O}$, and the samples were taken only after slow cooling (about 15 hours). In addition to the check experiment, a trial was first made with 0.1 part of finely powdered tellurium to 100 parts of silica; but this gave an entirely negative result, both glasses being almost completely colorless. Powerfully reducing conditions were introduced by adding 0.5 part of sugar charcoal per 100 parts of silica during the fusing process; and by this means differently colored glasses were obtained with varying proportions of tellurium, from 0.05 to 0.2 part of tellurium per 100 of silica. Those lowest in tellurium were brown, with an olive-green tinge in certain zones, the intensity of the coloration being, however, very irregular. Those high in tellurium were coral red; but in certain zones, where an accumulation of tellurium had apparently occurred, in spite of careful mixing, steel blue patches were observed, some portions being brown like the glasses low in tellurium.

The conclusion is that, other conditions being equal, the color obtained differs with the concentration of the tellurium; for instance, (a) glasses which are brown by transmitted light, and grey to olive green, with a smoky appearance, by reflected light; (b) glasses steel blue by transmitted light, and an indefinite white, tending to tone into brick red, by reflected light; (c) coral red glasses, with a tendency to shade into violet, and exhibiting internal zones of steel blue.

The next step was the preparation of several tellurium hydrosols by the different methods, and especially those

of Guthrie (reducing a solution of tellurium dioxide with phenylhydrazine), and of Von Weimarn and Malyschew (simply pouring out a solution of tellurium, containing a good deal of caustic potash, into different quantities of water). The hydrosols obtained by this means were the brown, the more or less grey blue, and the variously colored hydrosols which, according to Paal and Koch, represent mixtures of these two. These hydrosols corresponded to the descriptions given by the various workers who have investigated the subject. The analogy, or more correctly the identity, of these hydrosols with the brown and the steel blue tellurium glasses, is so complete that they would appear to be the same substance, liquid in the one case and solid in the other. It was also found, that the colloidal particles of tellurium contained in the steel blue glasses, and exhibiting a copper-red reflection in the ultramicroscope, are larger than those in the brown glasses, which gave a whitish reflection. The absorption spectrum of the glasses was also examined, for the sake of comparison with the corresponding hydrosols; but owing to the lack of any specially characteristic features, this investigation was not carried any further. It may, however, be mentioned that the brown hydrosols obtained by the Von Weimarn method exhibit a general absorption from yellow into violet, commencing approximately at $\gamma = 490 \text{ m}\mu$, and then slowly increasing to a maximum, corresponding to $484 \text{ m}\mu$, but finally decreasing rapidly constant value in the remaining blue and violet. In general, the brown glasses give a similar absorption spectrum to the brown hydrosols, but the faint absorption maximum at $484 \text{ m}\mu$ could not be determined. This maximum is probably attributable to the presence of small quantities of undecomposed polytellurides in the hydrosol.

As in the case of the author's previous investigations on selenium glasses, says a writer in the *London Pottery Gazette*, an attempt was made to discover any analogy that might exist between the tellurium glasses and the boron-tellurium ultramarines. According to Hoffmann, these products are really colloidal solutions of tellurium, and the brown (no longer acid) specimens agree in appearance, and under the ultramicroscope, fairly well with the brown soda-lime-silicate glasses, though in no case could these "ultramarines" be obtained with a steel blue color equal to that of the glasses. Increasing the acidity of the boron ultramarine results in the formation of grey, more or less opaque, masses devoid of any characteristic coloration. The examination of the pigment of the coral red glasses failed to establish whether the colloidal substance, which furnishes the pale violet submikrons visible under the ultramicroscope, really constitutes the pigment, since it could not be ascertained whether changes in the intensity of the coloration actually correspond to changes in the concentration of the submikrons. In any case, it should be remarked that the submikrons present in these glasses are considerably smaller than those of the brown or blue glasses. Consideration of the general chemical

properties of tellurium shows that a red color, with a more or less violet tinge, is common to certain of its compounds, and, in our case, a particular analogy exists between these glasses and the solutions obtained by dissolving tellurium in concentrated caustic potash. According to some workers, the substances which determine the red-violet color of these alkaline solutions are polytellurides, whereas others are inclined to refer the phenomenon to tellurium sub-oxid TeO , which has been prepared and analyzed by Divers and Shimose. On the other hand, bearing in mind that tellurium gives the same red solution when dissolved in caustic potash, at the cathode, with exclusion of air (thus, in the opinion of Le Blanc and others, forming Te_2 anions), the author considers the presence of polytellurides more feasible than that of the sub-oxide. Moreover, Divers and Shimose themselves doubt the existence of the compound TeO .

In the author's opinion, his glasses very probably contain polytellurides, and, in fact, he has been able to demonstrate their presence, though not without difficulty, by experiment, the powdered glass being treated with concentrated sulphuric and hydrofluoric acids in an atmosphere of carbon dioxide, and the acid vapors being conducted into a mixture of concentrated sulphuric acid and a little hydrogen peroxide. The conditions prevented the decomposition of the telluretted hydrogen and ensured its combination as TeO_2 , or tellurium sulphate—revealed by the reaction with caustic potash and zinc. An examination of the absorption spectrum of the polytelluride solution gave results identical with those obtained with the tellurium glasses, a characteristic maximum, between 480 and 490 μ , being determined in both cases. It may, therefore, be regarded as fully demonstrated that the pigment of the red tellurium glasses is formed by polytellurides. A glance at the behavior of the three members of the same group, sulphur, selenium, and tellurium (in glasses) shows (1) that they are all capable of imparting coloration to glass when they are combined directly with alkali metals in same, the resulting colors ranging from pure yellow (sulphides) to violet red (tellurides), the redness of the shade increasing with the atomic weight; (2) that they are able to form colloidal solutions in the glasses, the more easily in proportion as the metallic character of the element becomes more accentuated, such colloidal solutions not being obtainable with sulphur, though comparatively easily with selenium and still more so with tellurium, quite in accordance with the greater capacity of dissociation of these elements in their oxygen-free compounds (a greater analogy existing, in this connection, between selenium and tellurium than between sulphur and the other two); (3) that none of these elements will color glasses when in a state of oxidation.

Summary: If tellurium be introduced into a vitrifiable mass without ensuring simultaneous reduction, no tinctorial effect is produced, but with such simultaneous reduc-

tion, tellurium gives glasses of different colors, some of them being colloidal solutions of elementary tellurium, whilst others contain polytellurides. The glasses containing colloidal tellurium correspond fully to the tellurium hydrosols, and have been obtained in the two fundamental types—blue and red respectively, just as the same as the hydrosols. The blue glasses, which are principally obtained in the glasses colored red by polytellurides, contain larger colloidal particles than the brown glasses. These colloidal solutions of tellurium are analogous to those of the red selenium glasses, and, like the latter, appear to be related to Hoffmann's borotellurium ultramarines. The glasses containing red polytellurides have an absorption spectrum corresponding fully to that of the aqueous polytelluride solutions, and like the latter, exhibit an absorption passing from the green to pure violet, with a characteristic maximum between 480 and 490 μ .

OBITUARY.

AT the age of eighty-nine years, George Knowles, sr., pioneer pottery manufacturer, and for over a quarter of a century an English clay importer, died at his home in East Liverpool, O., March 9, of the infirmities of age. Mr. Knowles was born in England and came to the United States May 12, 1864. For twenty-one years he was manager of the Millington-Astbury Pottery Co., of Trenton, N. J. Leaving that company he formed and built the plant of the Enterprise pottery in Trenton. In later years he retired from the pottery manufacturing business and began the importation of foreign clays, he being the first to enter this line of business. His first offerings were the Devonshire ball clays. He removed to East Liverpool twenty-five years ago, and then formed the George Knowles & Sons Co., clay importers. He was a charter member of Knights of Pythias, Lodge No. 61 of Trenton. Two sons, Frank M., of East Liverpool, and George H., Jr., of Trenton, survive.

H. Keefer, formerly a crockery and glass dealer, Reading, Pa., died March 5, aged eighty-two, from a stroke.

DOHRMANN COMMERCIAL CO. BUYS J. C. OLDS.

THE Dohrmann Commercial Co., of San Francisco, have bought out the retail china department which J. C. Olds conducted in the store of Olds, Wortman & King, in Portland, Ore. This department is one of the finest in Oregon and has a reputation all along the Pacific Coast and the Northwest.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Contracts have been signed with local contractors for the erection of several tunnel kilns in the Zanesville district. The J. B. Owen Tile and China Co. will be the first to use the continuous kiln for decorating purposes, and two of these kilns have been ordered built immediately. An additional continuous general ware kiln is also to be built. It has been demonstrated that the vitreous china hotel ware made at this plant can be fired up to a 13-cone. Construction of these kilns will commence within a fortnight. Other plants in the Zanesville district contemplate the erection of continuous kilns and contracts for such extensions will be awarded at an early date.

Local contractors have been asked for bids for the erection of two kilns by a new pottery concern now being formed at Portland, Ore., where native clays will be used. Offers of employment in this new plant have been made to local pottery workers.

With natural gas costing pottery manufacturers 35 cents per thousand cubic feet, gas bills of some of the smaller pottery plants are averaging 50 per cent more than January and February last year. It has been estimated that over \$200,000 per month is paid by local manufacturers for gas for kiln purposes. Formerly gas was to be had on a graduated scale, according to the volume used, but now a flat price is charged which runs manufacturing costs up to a new high level.

Bert Day, for many years crockery and glass buyer for the Cook-Laurence Crockery Co., of Cedar Rapids, Iowa, has formed the Day Crockery Co., and will open headquarters in Cedar Rapids. Mr. Day has just returned from this district where he purchased his initial stocks. A prominent location has been obtained, and he will handle a general line of merchandise.

The regular monthly meeting of the Potter's Club

was held in the Ft. Pitt Hotel, Pittsburgh, Pa., last Thursday night. The general routine of discussions followed.

Announcement was made this week that the West End Pottery Co. would place a new dinner shape on the market later in the year. Modeling of the shape will commence at an early date.

Among buyers in the local market during the last few days were Langley Hawthorne, with John Wanamaker, New York; Charles P. Gruen, with Kaufmann & Wolf, Hammond, Ind.; P. P. Banninga, with the George Kraft Co., Chicago, Ill.; George F. Hankins, Lexington, N. C., and Mr. Anderson, with Cook-Laurence Crockery Co., Cedar Rapids, Iowa.

It would be no surprise to learn of the next annual meeting of the United States Potter's Association being scheduled for Washington, D. C. A number of manufacturers favor that city, as it has been several years since a session has been held there. No decision on the time and place of meeting will be rendered until late next fall.

Records of shipments for January and February this year are far in advance of those of 1918 and also in excess of the records of 1917. Some manufacturers say that their shipments in these months were the best they ever made at this season of the year. The open weather had much to do with the situation, as it has been possible to fire kilns with more regularity than ever before during those months.

Henry P. Knoblock, general manager of the Potter's Co-Operative Co., has returned home from a Western and Southern business trip.

With new orders being in excess of shipments, it can be easily understood why pottery manufacturers are elated over the future of the industry. Those salesmen now out are doing exceedingly well. Buyers continue

to appear in the district, and their requirements are up to normal. Quite a heavy volume of future business is on file, and back orders are being cleaned up as quickly as possible.

* *

The pottery plant at Kittanning, Pa., which has been operated under a term lease by the W. S. George Pottery Co., of East Palestine, O., has been bought by that company. The Kittanning plant was originally built by the Wick interests, and was the first to be built in the upper Allegheny Valley.

* *

Southern buyers have welcomed the announcement that river traffic has been resumed between this city and Cincinnati. It has been several years since it has been possible to route Cincinnati shipments without change.

* *

Imported decals are arriving at local supply stations with more regularity. In several instances editions ordered over a year ago have started to come in. Sample lines upon which several of these new patterns were shown had to be withdrawn on account of non-delivery of the decals, but within the last few weeks these lines have been established.

* *

Additional items are to be added immediately to the hotel line of the Sterling China Co., Wellsville, O. This pottery is now working to capacity.

* *

George McNicol, manager of the decorating department of the Potter's Co-Operative Co.'s plant has been elected Exalted Ruler of the local lodge of Elks. He is one of the youngest men to occupy this office.

AT CHICAGO.

THE general condition of trade continues good. Buyers have been in the city in fewer numbers, but the reason for this is believed to be that they are busy at home with their spring trade, which according to all reports, is opening up in the most satisfactory manner. The factory representatives here say that business is increasing in volume, after having experienced an unimportant slump during the first two weeks of February. Orders by mail are good, and those salesmen who are able to get out on the road and hustle for business are getting all the orders they could reasonably expect. Of course, the bulk of the big stock buying has already been done, and many of the orders are repeats and additions to larger orders which were placed during the first two months of the year. The big State street stores are all doing a first class business, and with few exceptions are moving merchandise at prevailing prices without difficulty. On account of the

generally low condition of stocks few sales are being held in any of the stores, although the public is proving very responsive to advertising of all kinds.

Harvey Moniger, representative of the Wellsville China Co., was one of last week's visitors in the city.

Ebeling & Reuss showed last week at the Hotel Sherman.

Sidney Wertham, of the Illinois China Co., spent several days in the city during the week.

G. C. Watkins, of the Ira A. Jones Co., has returned from a Southwestern business trip.

Burt Day, of the Day Crockery Co., Cedar Rapids, Ia., passed through the city last week. He is on an Eastern buying trip.

B. H. Palmer, of the United States Glass Co.'s traveling force, has returned to the Chicago office after completing a road trip.

W. H. Oliver, of the French China Co., Sebring, O., spent several days in Chicago during the week.

Frank McAnulty, of the McAnulty Co., housefurnishing representatives, is leaving soon on a road trip.

George Downey, of the Brush-McCoy Pottery Co., is among the out-of-town salesmen expected in the city next week.

WHAT IS A JEW'S-HARP?

IS the jew's-harp a toy or a musical instrument? A judicial decision says it is a musical instrument and yet leaves it legally a toy. Customs regulations classify it as a toy, but not long ago an importer protested that it ought to be classified as "miscellaneous metal," which pays less duty, and the question was taken to the courts. The Judge decided that the jew's-harp is a musical instrument, but, in view of the importer's failure to prove it a piece of miscellaneous metal, must still be regarded as a toy for customs purposes.

Perhaps, after all, the answer to the question depends on the performer; as some play the jew's-harp it is miscellaneous metal, as others use it the thing is evidently a toy, and once in a while in the mouth and hands of an expert jew's-harpist, it is a musical instrument.

HOTEL proprietors object to the "work or fight" order as applied to waiters, saying that "old waiters can't handle the heavy trays." So, of course, the only remedy the hotel men see is to lighten the portions again.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

On account of the increased amount of business being received, some factories have started to increase production in their cutting shops. Jobbing interests have been active in ordering this line, while department store buyers have shown a tendency to carry greater stocks. The advance in the demand for cut tumblers during the last fortnight has proved to be one of the bright spots in the trade. In this particular district, more cutters are being employed now than for many months.

It is the opinion of a number of salesmen that when saloons close in July many of the rooms now occupied by this interest will be converted into confectionery and soda shops. Should this thought be correct, the demand for certain lines of glassware is bound to increase.

I. J. Collins, general manager of the Hocking Glass Co., spent several days in this district last week.

One of the surprising incidents in the trade of late has been the steady demand for lighting glassware, although new building construction is far from normal. Plants in this district are working on good schedules, and the present volume of business being received insures the steady operation of these factories.

Secretary John Kunzler, of the Glass Association, is a pleased man these days. His son has returned from the front, and after remaining home for a few days became identified with the Heinz Glass Co., at Sharpsburg, a suburb of this city.

Inquiries for glass, gas and electric fixtures for export continue to be received in this district. A few days ago such requests were received from France, Norway and Equador.

The Brown Tumbler Co., which will erect a plant at Parkersburg, W. Va., as recently noted in this department, has let the contract for the construction of a

brick building at a cost of \$7,000, and will install machinery at a cost of \$18,000. The main building will be ready for occupancy within a short while. J. W. Brown has been elected president of the company, with headquarters at Parkersburg.

The Sinclair Glass Co. is the name of a new concern that will soon start operations at Fairmont, W. Va. The company was formed by Samuel Leeper.

"Generally speaking, it is my opinion that the demand for glassware products at this time is about sixty per cent of normal," said a well informed manufacturer this week. "The present condition was long ago discounted, and it is my thought that from now on the demand for glass will have an upward tendency. From what information we have at hand, the manufacturing end will show a decided increase in activity with the opening of spring."

Department store buyers and those dealers handling housefurnishings have been more or less active of late in placing orders for pure food containers. This is the general rule at this season of the year. The merchandise is wanted for April special sales.

Ira M. Clarke, formerly identified with the Higbee Glass Co., is spending a season at Mt. Clemens, Mich. He has not completed his plans for the future.

The large mail order houses have been rather active buyers of the general line of glassware of late. Immediate shipments have been specified on many of the orders.

The placing of an order for three carloads of popular-priced glassware for one traveling carnival company indicates that the demand for ware for this purpose this season will be heavier than usual. Practically no business was done with this trade last season. Some years ago the demand for specialty glassware for these companies was very active, but with the starting of the war the demand fell off to practically nothing.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
L. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MARCH 13, 1919.

ANY concern, individual, firm or corporation not finding a ready market for their product ought to make an examination of their affairs. Something must be radically wrong with the goods, the prices, or the methods of selling, to account for anything like dull trade. The demand for crockery, glass and cognate goods is in excess of the supply. Without taking into account the immense shortage that exists in crockery and some kinds of glass anybody having anything in these lines to sell has only to let the trade know it and sales will follow.

BRAINS, BRAWN AND MONEY.

IN these days of unrest in labor circles every endeavor should be made to arrive at an equitable solution of the problems involved. Brains, labor and capital must go hand in hand. Andrew Carnegie was once asked which of the three—brains, capital or labor—was the most important. He answered by asking which leg of a three-legged stool could be dispensed with.

Every enterprise must have a starter, and that starter is usually brains. Now, suppose the man with brains also has capital—two legs of the stool, to begin with. The other element is brought in, and the combination gets to work.

The question arises, What proportion of the result belongs to the laborer? Logically it would be one-third. Actually he gets two-thirds, for statisticians have figured that on a general average the labor cost of every \$100 of product worth is \$66.66.

The man with money is entitled to a return on his capital in the form of interest before there is a division of profits. He is also entitled to a proper return for his brains. Does he get it? Let us see:

Suppose a man does a manufacturing business of \$100,000. Out of the \$33,334 that is left after labor has had its share he must pay rent, insurance, selling expenses, and all the incidentals that come under the head of overhead charges. Risk of bad debts and deterioration of stock must also be considered. Then comes the charge for his services, or salary. The remainder rightly belongs to him to pay for his brains.

PERSONAL.

AS soon as R. H. Macy & Co. are successful in finding a successor to him as manager of their china and glassware departments, Edward J. Burdett, who recently resigned his position after twenty-seven years with the concern, expects to establish himself as a manufacturers' representative, a field in which he is destined to become as well known as he was as a buyer. He has not yet announced the lines he will represent, but with his ability and extensive acquaintance in the trade he should have little difficulty in securing the best there is to be had. Though he has not fully settled the question of location he probably will locate in the Fifth Avenue Building and is planning to equip his salesroom in a manner befitting the factories he represents.



E. H. Cushwa, commercial manager of the United States Glass Co.'s Glassport (Pa.) factories, was a visitor at the New York office the latter half of last week.



H. Ichikawa, of the Taiyo Trading Co., Inc., has completed arrangements to sail for Japan, from Seattle, on April 11th, to be gone until next fall. He will devote his time to overseeing the manufacture of new items to be brought out by the concern, a task for which he is unusually well qualified, for he has the reputation of understanding the American trades' requirements as well as anyone in the business. Aside from looking after the concerns interest he is anticipating an enjoyable time visiting with his relatives whom he has not seen in eleven years.



Charles H. West, treasurer of the Westmoreland Specialty Co., Grapeville, Pa., registered at the Hotel Biltmore on Monday for a several day's stay on special business for the factory.



O. L. Sutherland, with Morimura Bros., commonly known as "Jerry," came home last week from a long

trip West which took him to the Pacific Coast. He left about the middle of September. Not only did he take on a lot of orders, but he also took on about fifteen pounds avoirdupois. It becomes him.



E. A. Unger, New York representative of the East Liverpool Potteries Co., left on Sunday night for a week's trip through Connecticut and Massachusetts.



C. W. McClure, Atlanta, Ga., who owns a chain of five-and ten-cent stores, arrived in the city on Thursday of last week for a few day's visit.



Fred J. Goebeler, formerly in the office of William Dougherty, New York manager for the Consolidated Lamp and Glass Co., returned last week after nearly a year spent in France in the 95th Aero Squad,. During which time he had many exciting experiences. He probably will resume his former position in the very near future.



S. Sipser, who will be remembered in the trade as a representative of various lamp lines for a number of years, is now traffic manager for the Dominion Motor Transportation Corporation of this city.



A pleasant surprise was afforded Ed. Craig, New York manager for the United States Glass Co., when Milton C. Hill, Jr., who before entering the service of Uncle Sam was a member of the local sales staff, called at the office last Saturday while enjoying a two day's furlough after his arrival from France on the Leviathan with other members of the 106th Infantry on Thursday. He was under the draft age at the beginning of the war, but never let that deter him from getting in the fight for a minute, his being the first enlistment in the recruiting campaign made by the Pottery, Brass and Glass and Allied Trades Unit of the Citizen's Preparedness Association. After his discharge he expects to resume his former position which has been held open for him by Mr. Craig.



About two weeks ago John J. Miller, of Maddock & Miller, made arrangements with a party of friends to go to Lakewood, N. J., for a week or ten days of golf. Business matters interfered and the visit was postponed. Now if nothing happens he will leave on Friday night. His son, Donald M., will go with him. There are stories that a match game of some importance is to be played. If Mr. Miller wins there may be something to say.



Max Hirsch, New York representative for the Buffalo Mfg. Co., and other lines who, as stated in last week's issue, was laid up with influenza has developed

pneumonia, but is reported to be doing as well as possible under the circumstances.



Charleston, S. C., is represented in the local market this week by P. Saunders, with the Charleston Crockery Co., who is registered at the Waldorf and "Nick" Sotille who expects to leave for home on Friday.



A. Klayf was able to resume his duties with Koscherak Bros., on Monday after being confined to his home for a week with influenza.



Harry S. Clark, who was formerly with Graham & Zenger, but who severed his connection with them on January 1st., arrived home from Europe on Monday. He had been abroad to make connections with firms in the crockery and glass trade. He will have something to say about his offices later.



E. W. Schulz, with H. C. Kupper, will leave Sunday night for a Southern trip with lines of Franco-American toys and Ahrenfeldt China.



Meakin & Ridgway's entire traveling force left early this week for the road.



W. A. Holbrook, New York manager for Edward Miller & Co., is nursing a Job's comforter on his back. It is in the form of a carbuncle, and kept him in the house all this week. He says the only place to have a boil or carbuncle is on some other fellow.



I. W. Steimer, who has traveled from the Boston office in the interest of the United States Glass Co. for the past four years, has joined Ed. Craig's sales staff in New York taking the place of J. Blaine Walker, recently resigned.



LARGE LOSSES IN TRADE CAN BE AVERTED.

BELIEVING that \$75,000,000 in trade losses can be averted annually if accurate records of commercial transactions are kept, the National Association of Credit Men has prepared for distribution among its 25,000 members a text book which instructs them how to ascertain if they are making money or are in business solely for the benefit of their customers. Thousands of concerns throughout the country are losing money daily and don't know it because they fail to keep posted on their activities, according to the association's Business Service Committee, which is composed of some of the foremost merchants in the United States.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

[N addition to those noted under "Personal," the following buyers were reported in the city this week:

M Warner, hf, Osborne-Norman Co, Erie, Pa. 1170 Broadway.
 A J Kline, hf, Dives, Pomeroy & Stewart, Harrisburg, Pa. 230 Fifth ave.
 K M Riordan, hf, c, J H Bunce Co, Middletown, Conn. 404 Fourth ave.
 C M Billings, t, Eastman Bros & Bancroft, Portland, Me. 404 Fourth ave.
 E P Allbright, s, Kaufman Dept Store, Pittsburgh. 1261 Broadway.
 W B Stanton, t, hf, Stewart & Co, Baltimore. 2 West 37th.
 Parson, c, Parsons Fair Syndicate, Sarnia, Ont. Prince George.
 J J Donovan, t, W G Webber Co, Salem, Mass. 404 Fourth ave.
 F M Taylor, hf, t, Maison Blanche, New Orleans. 116 West 32d.
 Mrs Hayne, t, Kaufman & Baer Co, Pittsburgh. 404 Fourth ave.
 W E Emery, t, Emery D G Co, Danville, Ill. 277 Fifth ave.
 A Binswanger, hf, c, g, J Horne Co, Pittsburgh. 470 Fourth ave.
 D T Koercher, hf, c, t, Dives, Pomeroy & Stewart, Pottsville, Pa. 230 Fifth ave.
 R J Calm, hf, Dives, Pomeroy & Stewart, Reading, Pa. 230 Fifth ave.
 M A Kelly, c, g, MacDougall & Southwick Co, Seattle, Wash. 23 East 26th.
 W C Harned, hf, c, g, Sollinger-Harned Co, Allentown, Pa. Latham.
 J F Leary, hf, c, g, Houghton & Dutton Co, Boston. Broztell.
 A A Breton, hf, t, Shartenberg & Robinson, New Haven. 404 Fourth ave.
 A J Moser, hf, c, t, I Sulzbacher, Steubenville. 37 West 26th.
 F P Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
 P W Sanders, c, Charleston Crockery Co, Charleston, S C.
 W H Behringer, hf, t, c, g, Hess Bros, Allentown, Pa. 41 Union sq.
 F G Holden, t, Morgan & Co, Montreal, Can. Breslin.
 J Kohnfelder, hf, Kaufman & Baer Co, Pittsburgh. 404 Fourth ave.
 L L Brink, t, W L Milner & Co, Toledo, O. 116 West 32d.
 F Kauders, t, hf, Leopold Adler, Savannah, Ga. 1150 Broadway.
 L J Wagner, t, J N Adam & Co, Buffalo. 2 West 37th.
 E G Levy, s, Hillman's, Chicago. 277 Fifth ave.
 E D Garrison, hf, Sanger Bros, Dallas. 19 East 24th.
 G T Thibedeau, c, New Bedford D G Co, New Bedford. 404 Fourth ave.
 C Herman, hf, c, A Eisenberg, Baltimore. 6 West 32d.
 C A Bland, Newcomb-Endicott Co, Detroit. 200 Fifth ave.

A M Louis, t, Mendel's, Braddock, Pa. Pennsylvania.
 E Mills, hf, t, s, R A McWhirr Co, Fall River, Mass. 404 Fourth ave.
 F J Smith, s, Gilchrist Co, Boston. 200 Fifth ave.
 J E Veator, t, Almy, Bigelow & Washburn, Salem. 230 Fifth ave.
 A P Lahr, t, Lahr-Bacon Co, Evansville, Ind. 220 Fifth ave.
 D L McCarthy, hf, t, Stewart D G Co, Louisville, Ky. 2 West 37th.
 A Dorsen, hf, t, Dorsen Co, Milwaukee. 1270 Broadway.
 Wm Hodges, hf, W Hodges & Co, Philadelphia. Park ave.
 F L Sturtevant, hf, t, Forbes & Wallace, Springfield. 230 Fifth ave.
 J C Williams, t, Belk Williams Co, Wilmington, N C. 116 West 32d.
 J I Mann, g, Marshall-Field & Co, Chicago. 1107 Broadway.
 A J Rees, hf, t, Indiana Hardware Co, Indiana, Pa. Imperial.
 H Holmeren, hf, Chappell-Dyer Co, Syracuse. 6 West 32d.
 C C Fritts, hf, t, United Hardware & Supply Co, Titusville, Pa. Imperial.

THE GLASSWARE GUILD.

THE [manufacturers of lighting glassware have formed an association under the title of The Glassware Guild. An election was held last week in Pittsburgh when Chas. B. Ott was chosen president, W. T. Minor and W. F. Naughten and M. W. Gleason, vice-presidents, and H. L. Lissfelt, secretary-treasurer. It is proposed to hold quarterly meetings. The next gathering will be at the Old Colony Club in the Bellvue-Stratford Hotel, Philadelphia, Friday, April 18.

BUSINESS BRIEFS.

The W. T. Grant Twenty-five Cent Stores Co. will soon open a big store in St. Louis, Mo., one in Fort Worth, Tex., and another in Waco, Tex. The St. Louis deal is a \$1,000,000 proposition.

* *

Brayton's Inc., Buffalo, N. Y., a new concern with a capital of \$80,000 will deal in china, glass and housefurnishings. The incorporators are E. Hagmeier, C. E. Ladd, F. R. Brown, all of Buffalo.

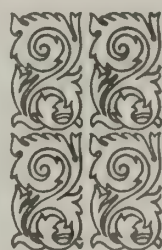
* *

The Peoria (Ill.) Dry Goods Co. will open a branch to be known as the Springfield Department Store at Springfield, Ill., about the first of May. The store is 28 x 152 feet, and will carry practically everything that appeals to the housewife.



Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



SHOWING of lamps that would be difficult to surpass, from the point of comprehensiveness as well as diversity, is that on view in the large department devoted exclusively to the exhibit by Morimura Bros., at their showroom, 53-57 West Twenty-third street. An idea of the extensiveness of the line may be gained from the fact that a spacious balcony, as well as a section of the main floor, is utilized in displaying it. One of the latest things shown is, a highly-glazed pottery base with a deep embossed flower border at the top with a key effect band and an excellent reproduction of a bull dog, arranged at intervals, the front legs of which form the feet for the base. These are shown in beautiful shades of rose, green, corn yellow and blue. Each is fitted with a dainty trimmed silk shade to match. A clever creation in a finely woven bamboo lamp and shade is also one of the novelties. These are tinted in colors combined with black, while the shade is lined with the color of the tint used in each lamp. The effect is unusually striking. One of the specialties is a beautiful line of decorated wood bases as well as plain mahogany. The treatments and shapes get away entirely from the ordinary. There is every size and style, from the floor to the boudoir lamp. In connection with this line is an excellent showing of silk lamp shades, in which many unusual ideas are brought out that will be found most attractive.

One of the attractive features of the comprehensive display of Chinese goods made by Soy Kee & Co., 7-9 Mott street, is their line of lamps and vases for mounting. There are all sorts of shapes and sizes, as well as the most unusual assortment of colors imaginable, including those wonderful soft-toned glazes for which the Chinese potters are noted.

Several new numbers have been added to the Pairpoint Corporation's attractive lamp line at the concern's salesroom, 43 West Twenty-third street. One that is particularly worthy of special notice is an odd-shaped base in the concern's artistic new antique finish, fitted with a hand-decorated shade in what is called a Flemish tapestry design. This is an achievement in itself, both

in conception and execution. The wonderfully rich, subdued coloring with the tapestry effect border is carried out in an impressionistic style that is most charming, and will harmonize with the most luxurious surroundings. It will add a note of distinction to any room in which it is placed. Other new styles are also shown which offer new finishes as well as new decorative ideas in the shades.

The 1919 line of lamps shown by the Phoenix Glass Co., 230 Fifth avenue, is deserving of the phenomenal success it is meeting with, for, without question, the concern have never brought out a more satisfactory



array of designs. The bases present some exceptionally unique styles and finishes, while the hand-decorated glass shades are real works of art. The latter includes floral effects, marine and woodland scenes, and others that leave no room for criticism.

A display of lamps that never loses interest is that of Taiyo Trading Co., Inc. (successors to Takito Ogawa & Co. and the Tajimi Co.), 101 Fifth avenue. Every week new numbers are added, each introducing a novel decorative idea as well as a correspondingly unusual shape. The shades are equally attractive there being a host of styles in silk or parchment to select from. Aside from these the department also embraces

a fine showing of china figure, bronze and pottery bases as well as a big variety of vases for lamp mounts.



William Dougherty, New York manager for the Consolidated Lamp and Glass Co., is making an extremely interesting display of "Cora" glass, which is represented in various new items and shapes in pendants, acorns and bowls in a variety of embossed and tinted, etched and hand-decorated styles, which bring out a variety of refreshing ideas that the dealer will welcome.

THE CONDITION OF BUSINESS.

While there has been good trading, both New York in crockery and glass this week, it is nothing like as large as it has been for the past six weeks. It naturally could not be as great, as a large number of the biggest buyers visited the city in that time and they have not yet received any of the goods they bought. They could not be in the market again so soon. There were some buyers who arrived week before last and a few who came in this week, all helping to keep up business, but as practically all who make it a practice to visit New York in the spring have been here, business from now on will be done on the road. While there were many visitors here this season who do not come regularly there is a host of buyers who never come to market. If these stay-at-homes do as well in proportion as the visitors have done there is still a big business in sight. The travelers have been getting out one by one for the last week or ten days and by this time nearly all of them will be covering their respective territories.

The importers of English wares are well pleased with the results of this season's business, so far as orders are concerned; now it is to be hoped that their potteries will ship all the goods ordered.

The French importers are feeling that under conditions they have done very well. If they could only get shipments on goods past due and an assurance that orders would be filled with reasonable promptness hereafter they would be happy. That buyers have waited from eighteen months to two years for goods and still stand ready to take them attests the popularity of French china.

The Japanese importers have practically called a halt on import orders. There are some lines still open on which they will book orders, but the bulk of the business is over. Stock goods, however, are still to be had.

Swedish china, which was becoming to be known

favorably when the war broke out, has gone up so high that it is now about 400 per cent above pre-war prices. Even at the low prices quoted four years ago, with the present plussage, it makes the ware cost more than it ought. It is thought, however, that as soon as peace is declared there will be a reduction in prices.

The domestic potteries are still getting plenty of business. So far this month, however, the orders have not been as large, or as numerous, as they were in January and February. There is nothing alarming about that as those who bought early are hardly in a position to order more just yet, but after the March sales are over they can expect reorders.

There is practically no change in the glass situation. As far as prices are concerned there is no sign of a break, although buyers are working the reductions made in bar goods to try and break the market. Fortunately for the good of the trade the stock of bar goods at first hands is about gone. Perhaps a little later some manufacturers, who hurried to unload, may wish they hadn't been so precipitate. There is going to be a call for bar glass for a long time to come, but of course, not in as large a way as formerly.

The demand for cut glass is still way ahead of last year, but there is a slackening of orders just now. Owing to the lack of ornamental china, cut glass is bound to be in demand for June weddings, and as the soldiers get home there will be a big crop of marriages this year. It would be a good bet on the part of the retailers to buy cut glass in anticipation.

Retail trade in the city had quite an impulse owing to the special sales. The results of these sales are very gratifying. The consumer ought to be satisfied as some of the prices quoted are certainly low enough to please anybody. The goods cannot be replaced to-day at the prices at which much of the ware was sold at retail.

Retail trade throughout the country is good in almost every section and everything points to a continuance of it. Even the Lenten season has not dulled it as much as was expected.



Marked activity in the receipt of new business was a feature of the trade here during the last ten days. Mail orders have been very numerous, and the value of new specifications exceeds shipments. No trouble exists in obtaining common labor, although more skilled workers could be placed. The gas supply has been very good this season, which permitted manufacturers to fire kilns with more regularity than last year. Salesmen have been forwarding good business

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

from all sections. Shipments are being made with considerable promptness, and very little stock is accumulating in warehouses. A slight improvement in the demand for hotel ware is noted this week.

Pittsburgh and Vicinity

Generally speaking, the receipt of new business with glass manufacturers is not up to normal. While an increased demand is noted for the higher grades of ware. Staples are not selling as well as manufacturers would like to see. Some of the tumbler factories are pretty well loaded up with business, while it is reported others could take care of additional specifications in a satisfactory manner. Orders for carlots of specialty glassware, for summer resort and carnival purposes, are being received. Factories manufacturing food containers are receiving a fair volume of business, but some of these plants could take on more orders and insure rather prompt shipments. Shipping facilities are reported in very good shape just now.

IMPROVED OPTICAL GLASS PROCESS.

A NEW process has been developed at the Bureau of Standards factory, Pittsburgh, which is destined to greatly facilitate and simplify the manufacture of optical glass. It consists in gathering the glass direct from the pot instead of breaking the pot down, as has been the custom heretofore both in Europe and in this country.

By the new process a standard optical batch is melted in a cast hooded pot in a single pot furnace. The furnace has an opening in the front which is used as a working hole, and an opening in the rear through which the glass is mechanically stirred at about eleven revolutions per minute. The gatherer follows after the stirring rod and gets the amount of glass required, withdraws it from the pot, and it is then pressed into prism and lens blanks in sizes ranging from eye pieces to telescope lenses and range-finder prisms.

The advantages of the new method are that after pressing, the lenses and prisms, when annealed and polished, are ready for use; many melts may be made from one pot; there is no wastage from broken glass; a material saving in labor is effected; permits of continuous operation, and obviates the necessity of reheating the glass.

The old method of manufacture consisted in the melting of the glass, cooling the pot down, and then smashing it and breaking the glass into small pieces. It then had to be reheated and molded into blocks, the small fragments of glass taking the form of lenses and prisms. The blocks had to be ground on the edge or flat surface and inspected, after which they were ready

to be shipped to the instrument makers, who broke them into smaller sizes and melted and reannealed them.

All former attempts to gather optical glass, it is stated, were failures because of striae caused by the volatilization of the batch materials such as soda, potash, lead, etc., impurities from the surface of the glass and near the edges of the pot causing striae.

Under the improved process constant stirring keeps the glass uniform throughout the pot.

The Bureau of Standards was substantially assisted in its development by H. C. Fry, Jr., and the H. C. Fry Glass Co.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Foreman for decorating shop. Must have had experience in both under and overglaze decalcomania decorations on hotel vitrified china. Address SHENANGO POTTERY Co., New Castle, Pa.

WANTED—A POTTER—We want a good man who understands glazes and their application; also must know how kilns should be fired to get best results. Want a worker who knows. No "think so" fellows need apply. Advise fully, first letter, what kind of ware you can make, experience and references. We will make the kind you know best. Fair salary paid and chance to advance. Address A 205, this office.

WANTED—Salesman for vitrified hotel china. Territory New England and Eastern States—excluding New York City. Address SHENANGO POTTERY Co., New Castle, Pa.

WANTED—Experienced traveling salesmen to sell a good line of gray enameled ware, galvanized ware and tinware on commission basis. FEDERAL ENAMELING AND STAMPING Co., Pittsburgh, Pa.

SITUATIONS WANTED.

WANTED—Traveling salesman, experienced, South, Middle and Far West, formerly with import lines of fancy goods, leather, paper, metal and glassware, wishes to make connection with A 1 concern at once. Address A 208, this office.

BUSINESS OPPORTUNITIES.

WANTED some live commission representatives to handle a ten cent line of cut and etched tumblers. State territory now working. Address A 203, this office.

FOR SALE.

FINE equipment for a glass cutting factory. Quantity of new Creigleith stones, frames, shafting, pulleys, spindles—all in A No. 1 condition. All frames painted. Also a 7½ horse power motor. For sale reasonable. Address A 207, this office.



SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,

Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo.

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 20, 1919.

THE PASSING OF BURLEY & TYRRELL CO.



AS foretold in last week's issue, Albert Pick & Co., of Chicago, have purchased the business of the Burley & Tyrrell Co. The negotiations had been in progress for some time, and recent events, particularly the death of W. O. Coleman and the resignation of William Ford, are said to have hastened the consummation of the deal. While no definite statement has been given out as to the exact amount paid, it is said by those in a position to know that the merger will easily represent an investment of \$1,000,000, and perhaps more. Albert Pick & Co. have announced their intention of taking over the sales organization of the Burley & Tyrrell Co. bodily. It includes some of the most efficient and most experienced salesmen in the country. In the retail department which was maintained at 7 N. Wabash avenue the company had a number of clerks who have been with the firm for many years. One of these in particular, a woman, has been with the concern continuously for thirty-four years. Although it has not yet been decided whether or not the retail store will be continued, these people will be offered positions by Albert Pick & Co. It is one of the finest exclusive china, glass and silverware stores in the city, and the location is excellent.

The stock of the Burley & Tyrrell Co. for the jobbing and hotel trade is said to be in excellent condition, although not large in volume. A number of years ago the company purchased a large stock of merchandise which later proved to be almost unsalable to the hotel and jobbing trade. In an effort to unload this stock, branch stores were opened in various cities of the country, but these were not a big success. W. O. Coleman,

president of the company, exerted all his genius to the task of getting rid of the goods, in order to restock with merchandise better suited to the needs of the trade which the concern was seeking to cultivate. Mr. Coleman reached this goal a little less than a year ago, and last year was one of the best financial years in the history of the company. In fact, it was the only recent year the company ever made a great deal of money. Had Mr. Coleman lived, the future of the Burley & Tyrrell Co. as a prosperous and successful concern would have been assured. He died suddenly, however, and it was discovered that he had carried much of the business in his head. Nobody had sufficient experience or knowledge of the business to take Mr. Coleman's vacant chair. William Ford, who had been with the company for a number of years, left January 1 to become a stockholder and salesmanager for an automobile supply concern, and this left the company without real leadership. The election of Clarence Burley as president to succeed Mr. Coleman caused considerable surprise in the trade, for while Mr. Burley is well known as a successful financier, he has no intricate knowledge of the china and glass business, and to the wise ones this move in itself forecast the passing of the concern, although it was believed that it would simply liquidate and retire from business. The announcement that Albert Pick & Co. had become interested was a distinct surprise.

The Burley & Tyrrell Co. is one of the oldest in the history of Chicago's china and glass business. It dates back almost eighty years, when the business was established as Burley & Co. on Lake street, then the leading business street of the city. Later, Burley & Tyrrell

was organized, and later still became incorporated as the Burley & Tyrrell Co. In those days John Tyrrell and his son-in-law, Mr. Cheney, were closely identified with the business. When W. O. Coleman became president of the company, which was at the time of the consolidation of the two firms, a new era was started. Unfortunately, the needs of the class of trade to be covered were not thoroughly understood, and some serious mistakes were made which in later years did much to keep the company from making the progress it would otherwise have made. The company, however, early gained a reputation for handling the highest class of merchandise in its field, and this reputation was never lost. The most beautiful import patterns ever brought to Chicago were those by the Burley & Tyrrell Co. Patterns were placed with wholesale concerns all over the country, including New York.

The war hit the company hard in some respects. A big business had been developed in German and Austrian china and glassware. The stocks played out soon after the war started, and the company had nothing but odds and ends in these goods to offer. It was unfortunate also in that it had a heavy shipment caught at Rotterdam just as the war broke out. Efforts to get this merchandise proved futile, and eventually, through a technicality of some sort, it was shipped back to Germany and confiscated as enemy property, although the Burley & Tyrrell Co. had paid for it.

The passing of the Burley & Tyrrell Co. into the hands of Albert Pick & Co. will give the latter a prestige in its field which is enjoyed by few firms in any line of business. The purchase is a tribute to the business genius and sagacity of Albert Pick, president of the company, and the men who have helped him build up his wonderful organization in the hotel supply business. These salesmen cover the entire country, and there is hardly a city, town or village in the whole land which does not boast a hotel or restaurant using something sold by Albert Pick & Co. Several years ago, at a time when everybody else was trimming sails, Albert Pick & Co. decided to plunge a little, and every department manager was quietly told to lay in heavy stocks. Then came the war, and the great shortage of merchandise, coupled with the inability of the factories to fill orders. Prices on china, glassware and kindred lines soared, and the concern was able to realize a heavy profit. The business weathered the troubles of the closing days of the war without worry, and emerged, it is safe to say, in better financial shape than any other concern in the field.

The salesmen for the glass factories and the potteries who depend on the hotel supply business to a large extent look askance at what has developed into a near-monopoly in the jobbing end of the business. While there are a number of other hotel supply firms in the Middle West, they are small compared with Albert

Pick & Co. The buying power of the latter will be immense, and the salesmen fear an effort may be made to dictate prices when large orders are placed. There has been a white-heat interest in the transaction in all branches of the trade.

A CRUEL JOKE.

SOME time ago Fred C. Brey, otherwise known as the "Mayor of Murray street," confided to a friend in the downtown district that he was the possessor of a piece of the Blarney stone, and the news got to the ears of Paul Isson, the popular proprietor of the cafe at the corner of Church and Murray streets, where many members of the trade assemble daily for luncheon. It occurred to the latter that he would make a great hit if he could persuade the "Mayor" to loan him the stone for St. Patrick's Day, and Brey reluctantly agreed to do it. So last Monday it adorned a large center table in the cafe, profusely decorated with shamrocks, spinach, watercress and anything else that happened to be green. It made a great impression, and when Mr. Isson reverently stooped and kissed the stone everybody applauded.

Later in the afternoon it became whispered about that the "Mayor" had palmed off a huge chunk of feldspar for the famous souvenir of Killarney. Whereupon Isson dispatched two of his employes to Mr. Brey with the stone and a message that would not look at all well in print.

Fred is now eating his luncheon elsewhere, awaiting the fire of Isson's wrath to die out.

The cafe proprietor's troubles were not entirely confined to the Blarney stone, either. A friend had sent him a number of miniature flower pots filled with shamrocks, and these he placed in a crepe-paper decorated box and proudly ranged them on the bar. They had rested there only a short time when a burly truck driver came in for a glass of beer, mistook them for watercress, and grabbing the salt shaker which stood near, seasoned them well, and ate the tops off every one.

TO CLOSE TUESDAY.

THE Mayor has issued a proclamation making Tuesday, the 25th, a holiday. All the big stores off Fifth avenue will close, as will most of the wholesale and retail establishments throughout the city. The big arch at Twenty-seventh street is about finished. The columns and ornamental pieces on the avenue, though far from complete at this writing, will be ready in time. The parade will be the greatest thing of its kind in our history.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

For the first time in several years all union glass factories will suspend operations during the first two weeks in July, or from June 28 to July 14. Such was the decision reached at a joint conference of committees representing workers and manufacturers here last week, sessions of which ended last Friday. During recent years the workers took annual holidays in small companies, which permitted operation of plants throughout the season. The holidays were extended, however, throughout the summer. On account of the suspension, buyers should anticipate requirements, as stocks in factory warehouses are not large, and the demand for immediate shipping just before the closing period will be heavy, as has been the rule heretofore when a summer suspension was ordered.

At the annual meeting of the National Association of Manufacturers of Pressed and Blown Glassware, held in the offices in the Conestoga Building here, all former officers were re-elected, viz., president, E. J. Barry, Toledo, O.; vice-president, George Dougherty, Pittsburgh; treasurer, James D. Wilson, Tarentum, Pa.; secretary, John Kunzler, Pittsburgh; assistant-secretary, Charles E. Voitle, Jeannette, Pa. The executive committee is composed of C. M. Rodefer, Belaire, O.; C. B. Roe, Moundsville, W. Va.; George R. West, Grapeville, Pa.; M. W. Gleason, Brooklyn, N. Y., and Mr. Dougherty. Following the business session of the Association a several days' conference between committees representing workers and manufacturers took place, closing Friday night. Disputes pending for some weeks were amicably adjusted.

Frank Beggs, superintendent of the Tiffin, O., factory of the United States Glass Co., spent several days at headquarters last week, returning home Friday.

Operations at the plant of the Capstan Glass Co., Connellsville, Pa., which was the former Ripley plant, will commence as soon as improvements to the factory are finished. It will be under the management of Wil-

liam Anderson, formerly associated with the operation of the plants of the United States Glass Co. Improvement contracts have been in charge of the H. L. Dixon Co.

Treasurer Ernest Nickel, of the United States Glass Co., has been named as a member of the Postal Affairs Committee of the Pittsburgh Chamber of Commerce, which is working for improved mail service from this point. The establishment of new motor parcel post routes in this district would cover an area of 33,250 square miles.

It is said that the glassworkers at Star City, W. Va., have forwarded a resolution to Washington protesting against the "bone dry" law, on the ground that such law will react against the glass business to a considerable extent.

Department store owners and dealers generally in this State are highly pleased with the new "bad check" law passed by the Pennsylvania Legislature recently. This law was fathered by the Credit Men's Association of the State, and provided that all checks must be protected under penalty. Glass manufacturers who have accounts against small dealers are also protected by the passage of this bill.

Glass manufacturers in Ohio and Pennsylvania are in no happy mood over the intention of the State of West Virginia to place an embargo on its supply of natural gas. Legislatures of both States have taken action against the rule, and a joint resolution from the Ohio Legislature has been presented to the present special session of the West Virginia Legislature. State Senator W. E. Crow, of Fayette County, Pennsylvania, has introduced a joint resolution at Harrisburg directing the Attorney-General to protect the legal rights of Pennsylvania against the West Virginia gas embargo act. The latter bill provides that "gas companies in West Virginia may only export from that State such gas as they may have in excess of what is needed for the home consumption of West Virginia manufacturers

and domestic users of the commodity." Enforcement of the West Virginia act would be a severe blow to glass and pottery manufacturers in Ohio and glass manufacturers in the Western Pennsylvania district.

The Domestic Division of the Eastern Traffic Commission has lifted the embargo order on carlot domestic shipments for delivery at New York City stations and private siding deliveries. This action permits the forwarding of considerable glass and pottery in carlots to points which have heretofore been closed from time to time.

Package prices will continue at present levels for months to come, according to purchasing agents of glass factories. There has been no reduction in the cost of raw cooperage stock and heading lumber, and the wages of coopers remain as heretofore.

Demand for flower vases and handled flower baskets shows some activity. Florists have been buying vases with more liberality, while department stores have been sending in increased orders for handled baskets.

Preparations are now being made for accommodations for delegates to the glassworkers' convention which is to be held in Bellaire, O., early in July. Following this convention the joint wage conference will convene in Atlantic City.

Ralph Haley, formerly of the selling force of the United States Glass Co., and who was recently discharged from the navy, has located in New York City, having taken up another line of business.

AT CHICAGO.

ONE of the marked features of local trade at the present time is the big demand for low-priced dinnerware sets. The trend has been noticed in some of the high class department stores, and clerks who have kept close watch declare that those who are seeking low-priced sets are by no means limited to the poorer class of people. Many of ample means are refusing to pay the prices which are asked for the better class of merchandise. The buyers of all the local department stores admit that they underestimated this demand when they did their spring buying, and are now anxious to place orders with the potteries which can turn out dinner sets at a reasonable price, or what the public regards as a reasonable price. The sale of high-grade, expensive dinnerware has been decidedly limited in Chicago since the war came to an end. The buyers for the large State street department stores have con-

stantly sounded warnings that the price of domestic pottery was advancing to a point where the sale would soon be limited; but the manufacturers failed to take these warnings into account, or, perhaps, with the rising cost of everything, it was not possible for them to regard such advice if they were to continue to turn out the goods at the same quality and maintain their profits. However that may be, it is the potters who make cheap goods who are getting the business of Chicago at this time.

Glassware men of this city are looking forward to one of the biggest years they have ever known in soda fountain supplies. The increase in business will come close to making up what will be lost in bar goods with the passing of the saloons on July 1. Many of the saloons in Chicago and elsewhere throughout the Middle West will turn into soft drink establishments, and will use almost as much glassware as formerly. Some of the largest breweries are going into the manufacture of soft drinks of all kinds, from near beer to new inventions which will contain all the elements of old-time thirst-assuagers without the kick. Already there are heavier orders for glasses from the soda fountain supply firms, and a big demand for syrup dishes.

The volume of trade has shown a marked gain during the past week, and quite a few buyers from out of the city are arriving to place their orders. Factory representatives declare that confidence in the stability of prices is growing, and that the orders are now running larger than they did a few weeks ago.

Staple glassware is meeting with a good demand. In cut glass there is a strong call for high grade goods and also for pressed ware suited to the premium trade.

D. C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., paid a visit to the city during the week.

George Downey, of the Brush-McCoy Pottery Co., Zanesville, O., was in the city during the week.

H. H. Phillips, sales manager of the factory of the United States Glass Co. at Gas City, Ind., spent a couple of days visiting at the Chicago office in the Atlas Block during the week.

The display of the Pittsburgh Lamp, Brass and Glass Co. in the Shops Building, has been improved by the addition of a number of new items.

The Century Cut Glass Co. has recently added several frames and some other new equipment for the manufacture of light cut glassware, which it intends to feature to a greater extent than heretofore.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

For some weeks the various labor locals identified with the National Brotherhood of Operative Potters have been considering questions that will be filed with National officials to be considered at the July convention. Delegates to this convention will be elected in May. Report is current here now that the various delegates will be finally instructed to back wage resolutions which will call for the present wage standard. No increases will be sought, it is said, but reductions will be opposed. After the convention of the workers ends a joint wage conference between committees representing the Brotherhood and the United States Potters' Association will be called, at which time the wage question for the next two years will be adjusted.

The present intent of the workers to insist on maintenance of current wage scales bears out the idea of the manufacturers that present selling lists are bound to be maintained for a long time. The majority of buyers who have been in the district this season have realized this condition, and have placed their orders at the market. Those who hesitated early in January to anticipate future needs, believing the market would ease off somewhat, have since placed orders at the price which prevailed at the time they were here.

Charles Aaron, of the Homer Laughlin China Co., has returned from a California trip and is again at his desk. Marcus Aaron and W. E. Wells, who have been spending a season at Pinehurst, N. C., returned home this week.

The majority of those buyers who cancelled unfilled orders in December on account of belated shipment have since been in the market and have bought with considerable freedom.

Frank I. Simmers, of the Hall China Co., has returned from a four weeks' Eastern and Western trip. Robert T. Hall, secretary-treasurer of the company,

who has been at Pinehurst, N. C., for a holiday, has returned to his desk.

Among buyers visiting the market of late were Frank A. Smith, for the Gilchrist Co., Boston; Morris Bergman, New York; A. Schleuter, of A. Schleuter & Co., Oakland, Cal.; Hengerer & Co., Buffalo.

A new jobbing concern is reported as having started in business at Rochester, N. Y., and representatives were in the market buying up odd lots.

Robert W. Harker, of the Harker Pottery Co., who has been taking part in a gun tournament at Atlantic City recently, has carried off high honors. His shooting is said to be among the best ever witnessed during a tournament there.

Printed reports of the recent annual meeting of the American Ceramic Society at Pittsburgh have been distributed among the pottery manufacturers.

Reports from pottery salesmen who are now on the road indicate a very active business. Those who recently exhibited their lines in New York closed with an exceptionally heavy business, and since then their orders have been in advance of those booked on previous trips over their respective territories.

The new open stock dinnerware patterns shown by the Homer Laughlin China Co. are proving to be among the most attractive ever offered by this concern. They are exclusive controls, and have been well established in department stores.

The impression existing in the minds of some of the small buyers that selling prices would sooner or later undergo revision has evidently been dispelled, for during the past week a number have sent in orders to be shipped at the market.

A new line of vitrified hotel ware is being shown by

the Guernsey Earthenware Co., Cambridge, O., in addition to their line of cooking ware.

* *

Fish are biting good in Florida, according to a card received from George C. Thompson, of the Thompson Pottery Co. He writes that from 2 until 5 o'clock on a recent afternoon he caught twenty-nine.

* *

Root-beer mugs, which some years ago were manufactured here on an extensive scale, are showing signs of renewed demand. Several large buyers have been making inquiries of late, and one very heavy order has been booked for early shipment.

BOSTON BUSINESS NOTES.

THE hotel force of the Mitchell, Woodbury Co. has been augmented by the engagement of Lewis W. Thompson, formerly with the William Glenny & Sons Co., Rochester, later in charge of the china department for Tiffany & Co., New York, and recently with the Charles R. Lynde Co., Boston. Mr. Thompson will cover a portion of the hotels and restaurants in Boston and will also include in his territory the resort sections of New York, visiting Lakes George and Champlain, the Adirondacks, Saratoga and Niagara Falls. The hotel department of the Mitchell, Woodbury Co. has obtained control for New England of the output of the Buffalo Pottery.

John M. Muir, formerly of Homer Bros. & Muir, has become connected with the H. P. & H. F. Hunt Co. and will have charge of a line of housefurnishings which they are making a part of their business, and to accommodate which they have secured and are fitting up for immediate occupancy another room on the same floor. The Hunt Co. have also added toys to their numerous other lines.

Mr. and Mrs. F. E. Nelson are enjoying a trip of several weeks' duration which will include visits to a number of the popular resorts of the Southland. Mr. Nelson is at the head of the Nelson Syndicate, with stores in Concord, Nashua, Lawrence, Lowell, Haverhill and Cambridge.

Lamp manufacturers who are watching the copper market because of the effect of the prices of copper on the cost of brass will see further evidence of surplus copper stocks and declining prices in the action of the directors of the Calumet and Hecla Mining Co. in failing to declare the expected March dividend. In December the company paid a dividend of fifteen dollars a share. In its long history it has passed dividends on

only two occasions before this. The directors say that their failure to declare a dividend now is due solely to the unsettled state of the market, and is in line with the company's conservative policy.

The Good Fellowship Committee of the Jordan-Marsh Co. had a dinner at the Hotel Thorndike Sunday night. The committee has recently been formed for the purpose of promoting good fellowship throughout the organization and uniting the employees of the company in one big family. Frederick A. Fuller is chairman.

John H. Newell, Beverly, is adding kitchenware and crockery to his other lines.

W. S. Pitcairn, of the W. S. Pitcairn Corporation, was among Boston's recent visitors.

Among buyers who have visited the trade in this city recently were George A. Peabody, of the C. H. McKenzie Co., Rumford, Me.; George H. Williston, Fall River; William Robertson, of the Robertson Co., Lowell; Frank H. Lougee, of the Lougee-Robinson Co., Laconia, N. H.; B. Goldberg, Lawrence.

After doing business at 192 and 194 Hanover street for thirty-six years, G. A. Folsom & Co. have been called upon to vacate the premises on the 30th of May. It is reported that one of the Boston banks will open a branch there. Mr. Folsom is well known to the trade because he has been a firm believer in the boosting power of china and glassware in connection with his business as a dealer in teas and coffees. He has not yet determined on a new location.

C. J. Robinson, of the Jordan-Marsh Co., is on a Western trip, visiting Chicago, Detroit, and other cities.

M. A. Lovell, local representative of the United States Glass Co., returned to his office this week after being confined to his house by an attack of influenza.

OPEN OFFICE IN LOS ANGELES.

THE firm of Himmelstern Bros., San Francisco, which has played an important part in the china, glassware and lamp trade in the West for many years past, has opened an office in Los Angeles in addition to their establishment in the first-mentioned city, in order to take care of their constantly-expanding business. The office is in charge of George W. Halliday, formerly Coast representative for the Homer Laughlin China

Co., who is assisted by R. C. Altschul, for several years past connected with the Himmelstern San Francisco office. The new place is centrally located, and will be very welcome to buyers who do not find it convenient to visit San Francisco. It has been beautifully fitted up to show the lines off to the best possible advantage.

THE CONDITION OF BUSINESS.

Trade is holding on remarkably well. In New York New York last week the number of arrivals was rather astonishing, considering the season, and the orders placed were very gratifying. This week, while the arrivals are fewer, many of those who came in the previous week are still buying. Repeat orders on purchases made in January are beginning to come in, and everything points to a good business all summer. The men on the road are doing splendidly. Not only are they securing orders from buyers who did come to New York, but are getting supplementary orders from those who did not come.

The business in English earthenware is all that the importers can desire, notwithstanding the prices. English china is in some demand, but the high rates act as a deterrent to extensive ordering. Still, there are those who want the ware, and are willing to pay for it.

French china is in good request. If the importers could get shipments they would do a land office business. The expressions of satisfaction heard when a few casks come in are fervent.

The demand for Japanese china continues, in spite of the fact that the factories are filled up with orders. Buyers who neglected to place demands are now taking things from stock they would have passed by a month ago.

The American potters are booking orders every day, and their files of unfilled orders are as plethoric as ever. The call for dinnerware is remarkable.

The glass market is still a little spasmodic. Summer goods and specialties have a loud call, and there is quite a demand for liquor glasses from hotels and department stores. Buyers are evidently cognizant of the fact that the prohibition law which goes into effect in this State July 1 has no provision for its enforcement and carries no penalty for violations. Of course, there is nothing in the law which prohibits the free use of liquor in the home; consequently those householders who have laid in stocks of liquors must have glassware from which to drink it.

There is a good request for light and floral cut-

tings—in fact, the demand is in excess of the supply, owing to the scarcity of good blanks and shortage of cutters. If there were a supply of potash to make old-time glass there would be almost a boom in this class of ware.

Gold-decorated glassware and that with color decorations are going strong, the very best in design and workmanship leading.

The toy-buying season is about over, the exhibitors at the various hotels having closed up on Saturday. It has been a wonderful season, and manufacturers will be hard pressed to fill their orders.

The housefurnishing trade is very good, but there is a tendency to buy sparingly until prices are stabilized. The slight reductions made have rather unsettled the market.

Retail trade in the city was only fairly good. The special sales were successful, however, and helped out a lot.

The strike by the street railway employees in New Jersey hurt retail trade there very much while it lasted. But the dealers are not worrying. They say that what they did not sell during the strike they will later.

As the jobbers all over the country are reporting splendid business, it follows that general retail trade is good all the way to the Pacific Coast.

D. KING IRWIN STARTS FOR HIMSELF.

A LEASE was signed this week by D. King Irwin, formerly New York manager for the Cambridge Glass Co., for room 305 in the Fifth Avenue Building, where he will establish himself as a manufacturers' representative.

Few men in the trade have more friends than Mr. Irwin, and few are more capable. He has proven himself unusually able in the responsible positions he has held during his business career, which dates back to his graduation from college, and his success in this venture for himself seems assured.

He will represent the lines of George H. Bowman Co., Cleveland, O., composed of the factories owned or exclusively controlled by that concern, including cut and decorated glassware, the Summit Pottery line; Bowman-Hosterman Co., toys; Minerva Mfg. Co., toys; "Swissalu" aluminum ware, and the company's controlled English dinnerware patterns.

He is also negotiating with other prominent manufacturers for representation here, and expects to add at least two or three others to his list in the very near future.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
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| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MARCH 20, 1919.

ELSEWHERE mention is made of the fact that the prohibition law which goes into effect in this State on July 1 has no provision for its enforcement and carries no penalty for its violation. Manufacturers of and dealers in bar goods are keenly alive to every phase of the situation, and are finding food for discussion this week in the question that has been raised as to how much alcohol in a beverage makes it an intoxicant, and who is authorized to determine that quantity. One cocktail is sufficient to start some men off beautifully. Others will take half a dozen drinks and scarce feel their effect. Some time ago a woman applied to the courts for a restraining order against her husband's bibulous practices, charging that he was getting to be a drunkard. He claimed that as he only drank beer he could not get drunk, and put on the witness stand a saloon-keeper who testified that he himself drank from fifty to sixty glasses of beer a day without a sign of intoxication, but admitted that if a man imbibed to excess he might possibly get drunk.

A LOGICAL SEQUEL.

THE buyer who assumes an air of indifference because he or she (and "the female of the species is more deadly than the male") has an exaggerated opinion of his or her importance, and treats a salesman as—well, "a mere salesman, don't you know"—is not entirely unknown in the trade. Neither is the one with a grouch, or who hasn't time to see you now, or who keeps you cooling your heels in an outer office, utterly

oblivious to the fact that your time is valuable, and when he does condescend to grant an interview is either patronizing or arbitrary, or both.

The salesman has to put up with a good many things; but he is only human, and when the chance offers he is very likely to even up the score. There are a number of ways in which a salesman can be of benefit to houses with whose buyers he is on friendly terms, and he naturally seeks those out on such occasions. When he has something exceptionally good he carefully abstains from calling on those who have lacked courtesy in their dealings with him. In fact, more than one house has failed through incurring the dislike of salesmen.

RETROSPECTION.

NOT since Bawo & Dotter went out of business has there been an occurrence of the kind causing so much interest as the fact chronicled last week that the Burley & Tyrrell Co. had sold out to Albert Pick & Co. It was one of the oldest concerns in the trade, having been established in 1840, and always held a high place as a conservative, reliable house. Its retirement leaves only one jobbing firm in Chicago.

One by one the jobbing houses of the country have been dropping out, until now there are not forty of them left—about the number that were in New York alone when the CROCKERY AND GLASS JOURNAL was started. At that time there were 375 jobbing firms, big and little, in the country, and of that list not a dozen are still in business. In 1874 W. H. Glenny & Co., of Buffalo, were the largest jobbers and importers in the country, with Jones, McDuffee & Stratton, of Boston, a close second. In New York, names which were then prominent are now only a memory—C. F. A. Hinrichs, Klingenberg & Leonard, J. M. Young & Co., Vogt & Vagt, John Wygand, Bawo & Dotter, Kittel & Co., and many others. In Boston were Clark, Adams & Clark, D. B. Stedman & Co., and Abram French & Co.; in Chicago, French, Potter & Wilson; in Indianapolis, Hollweg & Reese and John Patterson & Co.; at Columbus, O., West & Co.; at Council Bluffs, Ia., W. A. Maurer; at Freeport, Ill., C. H. Little & Co.; at Davenport, Ia., the Jens Lorenzen Crockery Co.—and so many others that there is not room to print their names.

Then the agencies, like O. A. Gager, Thos. Maddock, W. B. Maddock, Herman Trost & Co.—we could go on indefinitely.

Of the forty big importing houses prominent at that time in New York, L. Straus & Sons is about the only one left.

Julius Palme is still in business; the Havilands continue to flourish; the Jones, McDuffee & Stratton Co. in Boston and Pitkin & Brooks in Chicago still hold

forth, but the personnel of both is changed. Samuel Stratton is the only one of the Boston houses still in harness. Both Pitkin and Brooks are dead. Mr. Hollweg is alive, but not active. Mr. Maurer is also still connected with the trade.

A new generation has come up—progressive and pushing concerns like Kinney & Levan, the Mitchell, Woodbury Co., Geo. Borgfeldt & Co., Geo. F. Bassett & Co., and the Japanese houses, totally unknown forty-five years ago, are taking the places of the old-timers.

It makes the few of the Old Guard who are left feel sad to see a house like Burley & Tyrrell pass out of existence, and wonder who will go next.

Naturally, people die, but their businesses need not stop. In the domestic pottery line all the heads who were in business in 1874, when this paper was founded, are dead and gone, but most of the potteries are still in operation.

More glass factories have gone out of business, but that was caused by the formation of the United States Glass Co. and the National Glass Co., the former consolidating sixteen factories and the latter nineteen.

If memory serves us rightly, of the fifty-odd potters in business in 1874 only one is alive. Of a like number of glass manufacturers only half a dozen still live, and of the three hundred and seventy-five importers and jobbers less than a dozen are yet on top of the earth.

PERSONAL.

TO look at William H. Bush, the well-known manufacturers' agent, with headquarters at Springfield, Mass., who is celebrating the fiftieth anniversary of his entrance into the crockery trade, one would never suspect that he was old enough for such a record. His friends in the trade—and that means pretty nearly every dealer in New England and a lot of people in New York and other places—will rejoice at his having attained this state. We add our congratulations.

Geo. B. Jones, New York representative of Johnson Bros., Hanley, England, has engaged passage to Europe on the Baltic, sailing March 29. He expects to be gone about six weeks.

John H. Nispel, who recently retired from the firm of Nispel & Weiss, Philadelphia, is taking a month's vacation in Florida.

Leo Himmelstern, of Himmelstern Bros., the well-known manufacturers' representatives and jobbers of San Francisco and Los Angeles, Cal., arrived in the city last Saturday to place orders. As is his custom,

he made a number of stops en route at the pottery and glass factories his firm represents. He is registered at the Hotel Astor for a two weeks' stay.

J. R. Erler, who has been in New York for several days buying for Joske Bros., San Antonio, Texas, left for home last Saturday.

A recent letter to Wm. J. Kennedy, New York manager for A. H. Heisey & Co., from Arthur A. Bean, now with M. Seller & Co., Portland, Ore., says he is doing well and feeling fine. He wishes to be remembered to his old friends in the trade.

W. S. Pitcairn, accompanied by Mrs. Pitcairn, is booked to sail for England on the Aquitania April 5. The original date of departure was March 29, but the steamer has been delayed.

Robt. R. Duffin, with Morimura Bros., who has been in France doing Red Cross work, came back on the Adriatic last Friday and has resumed his duties in the store. He has lost at least four inches in girth, but has gained immeasurably otherwise.

Sam J. Natkin, buyer for The Fair, Chicago, arrived in New York on Monday and is located at 225 Fourth avenue.

John E. Marsden, head of the Liberty Cut Glass Works, Egg Harbor City, N. J., was a visitor in New York the first of the week making arrangements for the sub-leasing of the concern's salesroom in the Fifth Avenue Building.

As a result of the influenza striking the office force of the Central Glass Works, Wheeling, W. Va., Edward Schaub, secretary of the concern, is compelled to triple his working time in an endeavor to make up in a measure for the shortage of help. He has put in eighteen hours every day for the past ten days. J. C. Fee, treasurer, is laid up with the disease, as well as a number of girls employed as stenographers and general assistants.

When Thos. G. Jones arrived at his new salesroom in the Fifth Avenue Building for the first time this week he was overcome to find a huge floral horseshoe resting on his desk. Restoratives were quickly administered by his assistants, and he came to, but it is doubtful if he will ever be the same. The tribute was a masterpiece of the florist's art—the attached card bearing the name and address of one of the most exclusive florists on the Bowery—and consisted of a rare and startling combination of wax and cotton flowers

warranted to do duty indefinitely for removals, openings, funerals, etc.—provided it is kept out of the sunlight—and came from a collection of Mr. Jones's friends who style themselves "the gang."

Henry Saul, of the Saul Mfg. Co., left last week for a trip that will keep him occupied until June 1 and take him as far as Montana.

Charles L. Wilcken, of Dela Croix & Wilcken, left on Monday for a trip through New England in the interest of the H. Northwood Co.

Theodore Schleuter, of A. Schleuter & Co., Oakland, Cal., arrived in New York last Saturday, stopping at the Hotel Astor. He says things are thriving with his concern—in fact, the business has doubled itself in the past three years.

E. J. Burdett, who has been buyer for Macy's for twenty-seven years, and who is soon to start in the agency business, has taken room 209 in the Fifth Avenue Building and has already secured lines of glassware, mahogany and metal lamps, silk lamp shades and serving trays. He expects soon to have also a line of domestic dinnerware.

When it comes to timeliness few can excel J. M. Stewart in window-dressing. This week everything in his window was green—china, glass, and, of course, foliage—and every son of Erin passing on West Broadway stopped to look at it.

E. L. Van Buskirk, Jr., with Morimura Bros. (son of the salesmanager there), who has been at the front, returned on the America last Friday. He was in the 105th Field Artillery. With him came Robert L. Cowles, son of C. M. Cowles, credit manager for Morimura Bros., and also connected with the store. These boys went into action on September 25, and were under fire every day but one until the 11th of November. They were glad to go; but both say, "Never again!"

Ernest Richardson, of the Richardson-Hunt Co., Ogden, and Callaway, Hooch & Francis, Salt Lake City, Utah, arrived in New York this week to place orders. He is registered at the Astor.

A. P. Doctor received a postal this week from his friend, Harry Bortz, who before entering the service as a member of the 310th Field Artillery was traveling representative for A. H. Heisey & Co. and the Camden City Cut Glass Co. He writes from St. Mihiel, where he says his company has been billeted in a dance hall

since the armistice was signed. He has no idea when he will be able to come home.

R. J. Tourangeau, who came to the market this week in behalf of H. Morgan & Co., Ltd., Montreal, leaves for Europe on the 21st.

THOS. G. JONES NOW UPTOWN.

THIS is moving week for Thos. G. Jones and his corps of assistants. The packing, unpacking and placing of the thousands of samples comprising the lines of the McKee Glass Co., D. C. Jenkins Glass Co., Belgrade Glass Co. and other lines entails a tremendous amount of work, but Mr. Jones expects to have everything in apple-pie order in his new quarters in the Fifth Avenue Building by the last of the week. Suite 202, 203, 204, 206 has been in the hands of the fixture contractor, painters and other workmen for some time, and the showrooms will rank with the finest in the uptown district.

OBITUARY.

THE large circle of friends of Max Hirsch, New York representative of the Buffalo Mfg. Co. and other lines, will sympathize with him in the loss of his wife, which occurred at their home in Brooklyn last Saturday. Mrs. Hirsch, who was only twenty-nine years old, leaves two young sons aged respectively five and nine. The whole family had been confined to their beds with influenza, and Mrs. Hirsch had apparently almost completely recovered when she developed pneumonia. Mr. Hirsch was down with the disease at the time of his wife's death.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 20, 1919.

HAVRE

Str. Espagne, March 13.

5 packages chinaware.....C A Richard

CRISTOBAL

Str. Albanca, March 15.

2 packages chinaware.....T H Young

CARDIFF

Str. Taubate, March 18.

| | | |
|-------------------------|-------|---------------------|
| 343 packages china clay | ..... | Morey & Co |
| 487 " " | ..... | Hammill & Gillespie |
| 522 " " | ..... | J B Moors & Co |
| 282 " " | ..... | G Knowles & Son |
| 323 " " | ..... | J Richardson Co |
| 1809 " " | ..... | Baring Bros Co |
| 123 " " | ..... | Perkins Goodwin Co |



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



IN their advertisement on another page of this issue Koscherak Bros., 129-131 Fifth avenue, call the attention of the trade to "The Art Polychrome Line," of which they have acquired exclusive control for the United States and Canada. The line consists of accurate reproductions of old Italian antiques and period styles, and introduce to the retail customer some things so distinctly unusual as to win instant approval and invariably prove ready sellers. The rich, subdued colors and antique gold are highly artistic. The material is an extremely hard composition that is practically indestructible, and there is no danger of the chipping sometimes complained of in lines of this type. Just a few items among the host of things shown are floor and table lamps, electric candlesticks, candle-holders, book-ends, jewel boxes and busts of historical subjects.

The McKenna Bros. Sales Corporation, 1271 Broadway, are showing among other attractive new things in glassware some exceedingly clever copper wheel engravings from the Libbey Glass Co., executed in the usual high class manner characteristic of this factory's productions on bowls, stemware, vases, etc. From Kelly & Steinman they are displaying some new deep cuttings in water sets, vases, bowls, and sugars and creams, and from the Camden City Cut Glass Co. special barrel assortments of "leaders" to retail at fifty cents and a dollar.

One of the most original lines of glassware specialties placed on the market since the introduction of glass spoons is being shown by the Hirsch-Malgood Co. There are so many dainty articles for the table, boudoir, etc., that it is impossible to go into detail. Dealers who are interested in a "live line" that will keep the cash register busy should avail themselves of an early opportunity to see the exhibit.

Additional items recently placed on exhibit from the S. A. Weller pottery by the New York representative, Chas. H. Taylor, are decided acquisitions to the line. They are in the factory's well-known "Roma" ware, a soft ivory body with embossed tinted floral and

fruit decorations, and include several styles and sizes in long oval fern dishes with liners. They are original in shape, and the fact that they also make equally good fruit containers gives them an added attraction.

H. C. Kupper has made a great hit with his Franco-American games. They are very fascinating. Not only do children become interested, but grown-ups find amusement and pleasure in playing them. These games are unlike most toys in that they are solidly constructed, and will last for years. The woodwork is polished, and the boxes in which they come are embellished with colored illustrations showing children playing the games, the children being photographed from life.

New items in glass from the factory of Edmiston Warrin are constantly making their appearance at the salesroom of Justin Tharaud, 25 West Broadway, where the complete line of decorative treatments turned out by the concern is on view. Prominent among the latest attractions are a number of beautiful rock crystal engravings in combination with heavy silver-encrusted bands. They are shown to excellent advantage on plates, stemware, and other articles for table service. Other decorations are exquisite color treatments—alone and in combination with coin gold and silver-deposit. Fruit bowls, salad sets, cups and saucers and candy jars are only a few of the salable things on view.

William F. Wagner, New York representative for the Salem China Co., is making a display at his salesroom on Twenty-third street of an unusually tasteful collection of dinnerware patterns, among which are a number of brand-new ones. The line commends itself to any dealer looking for especially good values and designs that have a pleasing individuality about them. There is an excellent selection of white and gold designs, as well as a large number of floral and figured treatments in striking color combinations. The decorations are shown on a very graceful octagonal Colonial shape as well as on a plain shape that is both attractive and practical.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- J J Hearn, hf, Hearn & Co, Westfield, Mass. Park ave.
 L Neubrick, t, c, Crowley-Milner Co, Detroit. 116 West 32d.
 I Bamberger, hf, L Samler, Lebanon, Pa. 37 West 26th.
 G Munro, hf, c, g, Kaufman & Co, Colorado Springs. 353 Fifth ave.
 W H Clark, hf, Howland D G Co, Bridgeport, Conn. 404 Fourth ave.
 C J Cronin, hf, Cronin Co, Alpena, Mich. Breslin.
 J Burns, t, The Hislop Co, New London, Conn. Navarre.
 J M Postley, hf, Baltimore (Md) Bargain House. 354 Fourth ave.
 A Murphy, c, Kaufman & Baer Co, Pittsburgh. 404 Fourth ave.
 G S DuBois, c, g, L S DuBois Son & Co, Paducah, Ky. Continental.
 L Lorck, Jr, hf, G E Lorck & Bros, Pittsburgh. Commodore.
 W B Gardner, s, C H Yeager Co, Akron, O. Waldorf.
 H P Bradley, t, Kline Bros, Altoona, Pa. 23 East 26th.
 K T Lugin, t, Jordan-Marsh Co, Boston. 432 Fourth ave.
 G H Wood, c, g, R H Stearns & Co, Boston. 200 Fifth ave.
 J W Horne, t, Kaufman Dept Store, Pittsburgh. 1261 Broadway.
 A P Spangler, hf, Bush & Bull, Easton, Pa. Grand.
 E F Mitchell, l, Minneapolis D G Co. 432 Fourth ave.
 J A Cooke, hf, Hammond & Cooke, Monticello, N Y. Herald sq.
 R J Conliff, s, c, t, J M High Co, Atlanta, Ga. 1150 Broadway.
 Norman McLeod, hf, Howeson Bros, Calcutta, Ind. Pennsylvania.

REORGANIZATION AT APPRAISER'S STORES.

THE local United States Appraiser's Stores is being entirely reorganized with a view of meeting the new conditions brought about by the war. A committee, headed by Deputy Appraiser Christopher C. Keenan, was recently appointed by the Appraiser of the Port, John K. Sague, to make a thorough study of conditions. This investigation has been completed and many changes are contemplated.

One of the first and most important innovations will be the creation of an Oriental Division, which will have jurisdiction over all merchandise imported from China and Japan. Customs officials look for a greatly in-

creased trade with these countries, and preparations are being made to facilitate and make more efficient the customs examination of this class of merchandise. It is expected that the present examiner of Oriental products, Hubert C. Anderson, will be placed in charge of the division.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Foreman for decorating shop. Must have had experience in both under and overglaze decalcomania decorations on hotel vitrified china. Address SHENANGO POTTERY Co., New Castle, Pa.

WANTED—A POTTER—We want a good man who understands glazes and their application; also must know how kilns should be fired to get best results. Want a worker who knows. No "think so" fellows need apply. Advise fully, first letter, what kind of ware you can make, experience and references. We will make the kind you know best. Fair salary paid and chance to advance. Address A 205, this office.

WANTED—Salesman for vitrified hotel china. Territory New England and Eastern States—excluding New York City. Address SHENANGO POTTERY Co., New Castle, Pa.

WANTED—By an agency in New York, a competent assistant who is a stenographer and typewriter, to take charge of the office in the absence of the proprietor. Good salary, with prospects. Communications confidential. Address A 209, this office.

WANTED.

Foreman competent to take charge of stock.
 Two experienced china and glass traveling salesmen to cover good territory.
 One salesman for hotel department who understands hotel equipment.
 REGNIER & SHOUP MERC. Co., St. Joseph, Mo.

SITUATIONS WANTED.

WANTED—Traveling salesman, experienced, South, Middle and Far West, formerly with import lines of fancy goods, leather, paper, metal and glassware, wishes to make connection with A 1 concern at once. Address A 208, this office.

CAN you use young married hustler? Been in housefurnishing game all my life, both sides of the counter. Extensive road experience, including metropolitan district. Entirely familiar with all branches of the trade. Open for immediate engagement. Address X. V. Z., this office.

FOR RENT.

SPLENDID OPPORTUNITY for a housefurnishing store. Only one housefurnishing store, drawing from a population of 30,000. This store to rent is well adapted for the business, and is in the best location in Somerville, N. J. (next to F. W. Woolworth & Co.). Inducements will be offered to the right party. Address F. G. THOMAS, Somerville, N. J.

FOR SALE.

FINE equipment for a glass cutting factory. Quantity of new Creigleith stones, frames, shafting, pulleys, spindles—all in A No. 1 condition. All frames painted. Also a 7½ horse power motor. For sale reasonable. Address A 207, this office.

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

A SALESMAN AIRS HIS GRIEVANCES.

THE veteran salesman was in a pessimistic mood. He had just come back from what, in normal times, would have been a successful and prosperous trip, but which, under the conditions of travel now prevailing, had proved pretty much of a "flivver" so far as net results to him were concerned.

"We all know how the cost of living has increased, especially for men who are on the road, and we all know what the Government has done to make the salesmen's burden greater than ever, with the increasing of railroad fares, taxes, and so on," he said to a "Times" reporter. "Economists are using reams of paper figuring how the purchasing power of the dollar has decreased, and are making out a good case. Yet, how many manufacturers have increased the rate of commission or have done anything else to alleviate the hardships under which their salesmen are working?"

"There are two classes of business men who are the greatest egotists in the world," he went on. "One of these is the owner of property in which people live, and the other is the manufacturer of merchandise. The former, no matter how inaccessible his building may be or how small and dark the rooms, is positive that he has the finest dwelling proposition on earth, and charges accordingly. The manufacturer's mania takes the form of believing that his merchandise is the finest in the world and that all the jobbers or retailers in the country stay awake nights waiting for his salesmen to call. Some of them apparently do not think that salesmen are really necessary to sell the goods, but that the office boy could do as well under the same circumstances. In other words, too many manufacturers are steeped in the belief that their goods sell themselves.

"I don't want to go on record as saying that all manufacturers or wholesalers look on their salesmen as fellows who have a soft snap, but it is a fact that many of them underrate the work of their salesmen, and much of their competition arises from this fact. More than one disgruntled salesman, 'sore' because his employer has not given him the recognition or remuneration due him, has quit his job and gone into business for himself.

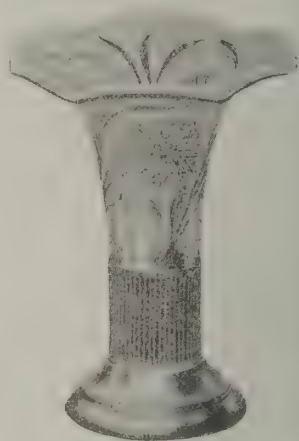
"One notable case of this is an instance in which two brothers, both employed by the same firm and both star men of the organization, went to the head of the business with a proposition that would mean increased earnings for them. They laid their records before him and made their case out very plainly. The boss turned them down rather curtly, however, and not long afterward they went into business for themselves and took a lot of their trade with them. They are still going strong,

"In another instance I recall the assistant department head in a big jobbing house thought he was worth more to the firm than he was getting. The firm took a different view of the matter, with the result that the man in question, with a partner, is now competing very successfully with his former employer. This man, while a sub-executive, commanded a considerable volume of business, worked up in his days on the road, which he took with him when he entered business on his own account."

The Line That Never Disappoints

DAINTY glass and silver-plated novelties that are a big success wherever shown.

Unusual articles and attractive values that the well-versed buyer will appreciate.

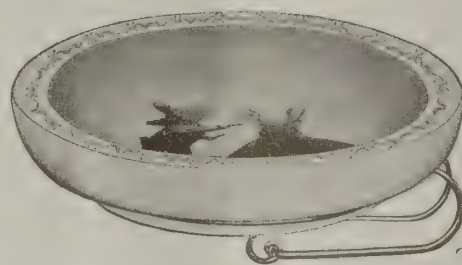


W. & S. MFG. CO.



Complete line on display in Room 506, Fifth Avenue Building.

Also at factory, 210-234 West Twenty-sixth Street.



HOLDFAST.

BABY PLATES.

The two best plates in U. S. A.

We keep these on hand decorated, so as to give prompt shipments.



NO SPLASH.

We have good lines for children—Baby Plates, A. B. C. Plates, Fancy Plates with Juvenile decors. Send for catalogue.

The D. E. McNicol Pottery Co.,

EAST LIVERPOOL, O.

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 27, 1919.

CONDITION OF TRADE.

New York Buying goes on apace. The latest comers, though not as numerous as they were a month ago, are following the plans of their predecessors and taking everything in sight. Stocks are getting very low, and the volume and number of import orders placed so far will tax the foreign potteries to the utmost. With the unfilled orders carried over from last year and those placed recently they have enough on their books to carry them well through this year if they did not get another. While there is a probability that more men will be at work than last year, both England and France are hampered by lack of fuel—England by reason of strikes at the mines, and France by lack of transportation. Up to now the English potters have favored America, partly because the market here is an important one, and partly because there was no way to ship goods to other countries except Canada. What they will do hereafter, now that these other markets are open, remains to be seen. Their home market is good, too; so, if the manufacturers try to distribute goods, America may not get as much as hitherto. Elsewhere in this issue is a statement as to the conditions at Limoges which will be read with interest.

The demand for domestic ware is as great as ever. There is a decided tendency on the part of many buyers to handle regular dinner sets in preference to open stock patterns, as the turnover is quicker. This does not mean that they will not feature open stocks, but they will push the regular sets as much as possible. There is a lack of oatmeal sets in the market, and of

course there is a shortage in cups and saucers, though not as great as a few weeks ago.

The import season for Japanese goods is about over, but there is a good call for goods from stock. Activity in the warerooms is still pronounced.

The decision announced last week that the glass factories would close for a fortnight at the beginning of July ought to stimulate buying. Trade in glass is good when taken as a whole, although in some items a little slow. Soda water glasses have been in active demand, and in spite of conditions bar goods have been selling well again this week.

Cut glass continues in good request. Mitre cuttings used in conjunction with floral designs are moving more freely than for months.

High grade decorated glass, both in colors and gold, is selling well.

It is astonishing how many candy jars are called for. This is one of the most popular articles made.

While the big buying season for toys is about over, some good orders were placed this week.

Housefurnishings are in excellent request.

The men on the road everywhere are getting good business for all kinds of wares.

Retail trade in the city is only fairly good, outside

of the special sales, which have been quite successful. Reports from almost every other part of the country, however, are excellent. The tugboat trouble still exists, and its effects on the trade are becoming serious. Thousands of packages are tied up across the river awaiting transportation. One buyer says he has what is equivalent to fifteen carloads in Jersey City and Hoboken.

Pittsburgh and Vicinity

While the demand for glassware is improving, the manufacturers say they could conveniently take care of a greater volume. The demand for export is steady, and fancy glassware is in far greater request than staples. Shipments are being made with reasonable promptness, little delay in transportation occurring nowadays.

East Liverpool and Vicinity

A decided improvement in the volume of new business is reported this week by manufacturing potters. The demand for decorated ware is very active, and the orders for white also show an increase. Specialties are in very good request.

NEW YORK'S DAY.

It looked as if all New York and a good part of the rest of the United States were on hand to welcome the heroes of the greatest war the world has ever known.

The scene as viewed from Fifth avenue and Twenty-third street was an impressive one and will never be forgotten by those who saw it. New York has had big crowds, but nothing like this one. At first the seething mass of humanity in Madison square was unmanageable. It broke the police lines time and again, and occasionally left only a lane ten feet wide. The boys accommodated themselves to the situation, however, and marched splendidly.

Those who enjoyed the hospitality of E. W. Hammond owe him a vote of thanks. As they saw the congestion below them they were thankful not to be in the crowd.

The decorations on Fifth avenue were wonderful. The Arch of Victory at Twenty-sixth street is fine, and it was a pity to spoil its white purity with balloons and geegaws. The Court of the Heroic Dead at Forty-second street was everything it should not be—bright, stiff and gaudy; and the Arch of Jewels at Sixtieth street, while brilliant, was cheap in effect, and more fitted for Luna Park.

Men of the older generation, who took part in the Civil War, still recount their experiences. These boys can tell stories that make the Civil War a child's game.

May every one of them live to be prosperous and happy fifty years from March 25, 1919!

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 27, 1919

NAPLES

Str. Italia, March 20.

| | |
|--------------------------|-------------|
| 1 package glassware..... | C J Hinckey |
| 1 " " | J Wanamaker |

BRISTOL

Str. Wells City, March 20.

| | |
|-------------------------------|-----------------|
| 203 packages china clay | Moore & Munger |
| 00 " " | J Richardson Co |
| 285 " " | G Knowles & Son |
| 10 " " | J B Moors & Co |
| 9 " " | Brown Sons & Co |

GENOA

Str. G Verdi, March 21.

| | |
|-----------------------------|-------------|
| 5 packages earthenware..... | F Bing & Co |
|-----------------------------|-------------|

HAVRE

Str. La Perouse, March 21.

| | |
|---------------------------|----------------|
| 2 packages glassware..... | Weitt Son & Co |
|---------------------------|----------------|

LIVERPOOL

Str. Baltic, March 22.

| | |
|----------------------------|-----------------------|
| 1 package earthenware..... | Maddock & Miller |
| 1 " " | Butler Bros |
| 9 " " | L A Consmiller |
| 25 " " | W S Pitcairn |
| 5 " " | T S Todd & Co |
| 10 " " | A J Fondeville & Co |
| 2 " chinaware..... | W H Plummer & Co |
| 1 " glassware..... | Gilman Collamore & Co |

Str. Cretic, March 26.

| | |
|-----------------------------|------------------------|
| 5 packages earthenware..... | Lazarus & Rosenfeld |
| 76 " " | Maddock & Miller |
| 8 " " | T S Todd & Co |
| 5 " " | W H Plummer & Co |
| 7 " " | A J Fondeville & Co |
| 16 " " | E Boote |
| 5 " " | Rowland & Marsellus Co |
| 2 " " | G W Sheldon & Co |
| 6 " " | Geo Borgfeldt & Co |
| 159 " " | W S Pitcairn |
| 7 " " | J Davison |
| 37 " " | G F Bassett & Co |
| 4 " " | Alpers & Mott |
| 16 " " | Meakin & Ridgway |
| 7 " chinaware..... | J Davison |
| 3 " " | Alpers & Mott |

ROTTERDAM

Str. Sloterdijk, March 26.

| | |
|-------------------------------|--------------------|
| 381 packages earthenware..... | Graham & Zenger |
| 2 " " | L D Block & Co |
| 672 " " | Fensterer & Ruhe |
| 542 " " | O Goetz |
| 269 " glassware..... | Geo Borgfeldt & Co |
| 25 " " | Cohn & Rosenberger |

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during February amounted to £35,981.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The demand for glassware for export is one of the bright spots in the trade just now. Although several foreign countries have placed an embargo on importations of glassware, hesitancy is noted in the issuing of permits to buyers to procure their requirements in the United States. The rule of embargo against such imports is quite similar to the domestic railroad embargo during the war, when permits were required before carlot shipping was permitted. England, France and Italy have been very liberal in placing orders with American glass manufacturers since the close of the war, but the embargo rule has been established for two reasons—the protection of home industries and the conservation of shipping space. With the reported advance last week on ocean freight rates of 25c. per ton the cost of glassware exported to the allied countries will be correspondingly increased.

A. H. Neptune, of Marietta, O., and A. P. McPherson, of Detroit, Mich., were among the out-of-town buyers here last week.

Advance reports from manufacturers in this district indicate that preserving houses will be very liberal buyers of containers this spring. Crop reports indicate that fruits will be plentiful, as the open winter was very favorable to fruits of all kinds. In shipping containers to preserving houses the majority of glass factories are now packing bulk cars, similar to the method in which pottery has been shipped for years.

An excellent demand exists for fancy glassware at this time, while the demand for staples is very slow. This condition is quite unusual. Light cut ware is in excellent request.

Reports are current here that a new concern is about to start business at Okmulgee, Okla., under the name of the Southwestern Glass Co., and that bids for the building of the factory will be asked for within a few weeks. Officers of the company are: president, W.

B. Pine; vice-president, J. M. Parrott; secretary, O. H. Hemmick; treasurer, M. F. Graham, all of Okmulgee.

Commercial Manager George Dougherty, of the United States Glass Co., has returned from a trip among the Ohio factories.

Quite a little demand prevails just now for opal glass soda fountain ware. Prompt shipments of the line is the general rule.

Considerable activity has been noted during the last few days in the shares of the United States Glass Co. The stock had been steady around 30 for some time, but went to 32 late last week.

The Pittsburgh Lamp, Brass and Glass Co. is showing a new portable shade, the mold of which resembles a willow basket. It is to be had in a variety of decorations, and bids fair to prove very popular.

The Colonial-Annex hotel here, where so many import salesmen have made their headquarters in the past, has had its name changed to the "General Forbes."

Throughout the glass industry returned soldiers are being given their former positions, and the return of the boys has thus lessened the labor shortage, although some plants could at this time use more skilled labor.

In this district there is a very good demand for bar glassware. Many cafes will continue open and dispose of "soft" beverages after the ban is on.

The new Lighting Glass Association has an excellent rule. The Pittsburgh branch, which holds meetings every Wednesday at the Hotel Chatham, has passed a resolution that members who fail to attend shall pay a fine of one dollar, and if they are late twenty-five cents. Result: at the meeting last week there were only two absentees, and none were tardy. A committee, consisting of Frank Woodworth, J. F. Weiser and

John Dawn, is preparing a paper on costs, getting data from the members as to how they figure costs and profits on different fixtures, as well as overhead charges. Hereafter members will charge their customers with the cost of hanging fixtures—an item that the dealers have hitherto borne themselves. The increased cost of labor, carfares, etc., is given as the reason for this move. Members will also display cards in their places of business to indicate membership in the Association.

BOSTON BUSINESS NOTES.

TRADE conditions in Boston are such as would naturally obtain at a time when the retail buyer believes he faces a falling market. He figures that he will be the gainer by buying in small lots, and the orders given here indicate that in many cases the purchasers are acting on that belief. They are calling for much smaller lots than were the rule a year ago. But, on the other hand, repeat orders are numerous. It is a condition which calls for a lot of work in the offices and salesrooms; but the multiplicity of orders is keeping the general volume of business up to proportions that could not truthfully be described as unsatisfactory.

An interesting feature of the local market is the number of visits from owners of gift shops and such stores at the summer resorts. These people have had two rather dull seasons, and are now expecting better business.

Harry Ross, well known to the trade in Boston through his old-time connection with the J. W. Philbrick Co., of Everett, and later the Gilchrist Co., of this city, has joined the forces of the Kincaide department store at Quincy.

C. M. Raymond is on a trip through Western Massachusetts and Vermont for the H. P. & H. F. Hunt Co., and C. C. Pearce is on the Maine circuit.

The newly-elected officers of the Retail Credit Men's Association of Boston are headed by William Browne, of the C. F. Hovey Co., as president.

Landers, Frary & Clark, manufacturers of household utensils, have just contracted for the erection of a four-story fireproof building, 60 by 100 feet, at Plainville.

The Jordan-Marsh Co. announces that it has two expert instructors to teach women how to make lamp shades in silks, braids, laces and similar materials.

Samuel Averill, lamp buyer for the Jordan-Marsh

Co., is taking a vacation at his old home in Rochester, N. Y.

Among recent buyers here were Walter Hallowell, for the C. T. Sherer Co., Worcester; Daniel E. Bowers, New Bedford; T. L. Williams, Quincy; W. A. Shipley, Hampden Beach; Philip Morris, York Beach; Mrs. Thomas Rounds, Chatham; C. W. Megatlin, Hyannis; C. A. Mitchell, Rockland, Me.; The Village Shop, Camden, Me.; C. S. Cobb, Mansfield; C. H. Stanley, Westerly; G. W. Quimby, Augusta, Me.; E. C. Prescott, Calais, Me., and G. A. Hodsdon, Farmington, Me.

A RAW DEAL.

IN the whole length of Fifth avenue there was no spot where so good a view of the big parade could be had as from the big window in E. W. Hammond's showroom. It covers the whole front, looking out on Fifth avenue and Broadway, and naturally he had many applications for seats.

One day last week a man called on Mr. Hammond and asked if there were any objection to his decorating the front of the building, stating that the city would pay for it. Supposing that "decorating" meant with flags, etc., Mr. Hammond told him to go ahead. The next day the man called up on the 'phone and said the decorations would partially obstruct the view. Still supposing that flags and bunting were to be used, Mr. Hammond said it would be all right. Then the man asked if Mr. Hammond would put the permission in writing. He did. The next day workmen appeared and decorated the whole window with a colossal figure in gilded plaster, almost completely shutting out the view.

Mr. Hammond went to the City Hall to complain, and was received with scant courtesy. He then offered the officials \$500 to take down the decorations—at which they almost turned him out of the office.

It was as raw a deal as any of the many the present administration put over for the parade.

SELL THEIR NEW YORK PROPERTY.

THE Mitchell, Woodbury Co. have sold the five-story building at 28-30 West Broadway. The property measures 47.11 x 87.6 on West Broadway and 23.6 on Park Place, forming an L around the southwest corner. The property is assessed at \$90,000. It is a leasehold, and was acquired by the Mitchell, Woodbury Co. with seven years to run when they bought it, with the privilege of a twenty-one years' renewal. This was about nine years ago. They occupied the ground floor for about two years. At that time it was said they paid \$55,000. No price is mentioned of this last sale.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Determination is shown by both workers and manufacturers to produce a higher grade of merchandise than of late. During the war manufacturers were compelled to work up raw materials that were far from being up to standard grade, particularly certain kinds of clays. They had to stand for what they received, and the workers went in for quantity production. The buyers took anything they could get, because of the demand. Now things have begun to change. Manufacturers will not accept poor materials, and workers have been told that better workmanship is required. A better grade of merchandise will thus result—to the great gratification of buyers. One manufacturer remarked: "We all had to stand for a lot of things during the war that will not be considered for a moment now."

A new five-kiln pottery is being built at Lincoln, Ill., by the Illinois China Co., which now controls a small plant at Roodhouse, Ill. Contracts have been awarded the Gamble & Bryan Co., of this city, for the erection of two standard patented down-draft bisque kilns and three up-draft glost kilns. Buildings are now in course of construction, and it is likely that the plant will be in operation by July 1. The plant at Roodhouse will be dismantled, it is said.

The D. E. McNicol Pottery Co. is having a very active business on two of its specialties—the "Hold-fast" and "No Splash" baby plates. These plates are decorated with scenes of child life, and large orders are being received from department stores.

Among buyers visiting the district were W. J. Newland, for Geo. Borgfeldt & Co., New York; A. I. Royer, for Kemp & Herbert, Spokane, Wash.

Mail inquiries now being received cause manufacturers to be very optimistic over the future. While prices are being sought on certain lines, many of the

letters inclose orders to be shipped at the market. The salesmen are also forwarding excellent business, and the steady operation of plants for many months to come is assured

Three continuous kilns are now in course of construction at the plant of the J. B. Owens Tile Co., Zanesville, O. When completed this will be the largest single battery of continuous kilns at any pottery plant in the country.

Leland Morris, a son of Willard Morris, of the Knowles, Taylor & Knowles Pottery Co., and for many years a salesman for the concern, has arrived in the United States after a year's service in France and Belgium, and is expected home within a few weeks.

The preparation of new dinner shapes for 1920 trade is actively progressing. The designs will be along plain lines, permitting the widest latitude in decorations. So far little inquiry has developed for fancy shapes. Several large jobbing firms have ordered shapes to be exclusively controlled. It has been years since such interest has been evidenced hereabouts.

Manufacturers whose plants are located along the "River Road" have offered the city upwards of \$8,000 toward the permanent improvement of that thoroughfare. The concerns contributing to the fund are the Thompson, Harker, Colonial, and T. A. McNicol companies. The improvement is expected to be started this season.

While the request for hotel ware is fair, it is, of course, far below the record attained late last fall prior to the signing of the armistice, when enough could not be produced to supply the demand. Local stocks are not heavy, and the bulk of new business is being made as ordered.

The Saxon China Co., Sebring, O., has placed its Pittsburgh territory under the management of Frank

M. Milliken, the well-known jobber of that city, and a complete sample line of dinnerware has been forwarded to him.

The sympathy of the trade has been extended to Charles Surles, office manager of the D. E. McNicol Pottery Co., because of the death of his father, Col. William H. Surles, for thirteen years postmaster here, and an intimate friend of the late President McKinley. Col. Surles was a veteran of the Civil War, distinguished himself for bravery numerous times, and was honored by the Government. He had also served as a Commander of the Ohio G. A. R. A grandson, Lieut. Allen Surles, of the McNicol office force, is now in France.

The demand for decorated ware continues heavy, exceeding that for white. Open stock dinnerware is in very active request, although business on sets of various compositions is good. Repeat orders on goods shipped in January are being received by many manufacturers.

The making of vitreous hotel china at the plant of the Chelsea China Co., New Cumberland, W. Va., is expected to commence not later than June next. Construction of continuous kilns has commenced, and will ultimately give the plant a capacity of sixteen kilns when compared with other potteries operating up-draft kilns. Considerable raw material is now in stock. Improvements are being made in the clay shops. Employment will be given about 200 people when in full operation.

A better demand for jugs, both plain and decorated, is reported.

With the success of the continuous kiln assured, pottery manufacturers are now giving some attention to carrying systems which have for their purpose the saving of further labor of carrying ware from the kilns to the glost and bisque warerooms. The first of these systems is expected to be given tests here within a short time.

The aid and support of pottery manufacturers is being sought in behalf of furthering plans for the construction of the Lake Erie and Ohio River Ship Canal, which will have its southern terminus at the mouth of the Beaver River at Rochester, Pa., eighteen miles north of this place.

Recently a buyer inquired here if the selling lists of pottery would be maintained for sixty days after date of invoice. To which the manufacturer replied by asking if the retail price was guaranteed against decline after the goods were bought by the retail customer.

HISTORY OF TWO GREAT FIRMS.

SOME interesting facts have been brought to light by the recent consolidation of the Burley & Tyrrell Co. and Albert Pick & Co., Chicago, which will be eagerly read by many of our subscribers.

Arthur G. Burley went to the flourishing village of Chicago in 1835, when it had just emerged from a frontier Indian trading post. What are now the busiest business streets of the world were then parts of a great swamp. Where the roar of traffic now deafens one's ears from early morning until late at night was comparative desolation. But Mr. Burley had faith in what could be accomplished there, and purchasing from the State Bank of Illinois a stock of crockery which the bank had taken from one of the Indian traders in part payment of a debt, he began business in April, 1838, on a spot which now is the corner of State and Lake streets. The store was burned out in 1842, and the business was moved to 105 Lake street and later to 175 Lake street. In 1852 Mr. Burley's brother-in-law, John Tyrrell, purchased an interest in the firm, which thus became Burley & Tyrrell. All this time the business was conducted both as a retail and wholesale establishment.

In 1883 the retail and hotel supply end of the business was sold to Frank E. Burley, a nephew, who conducted it as Burley & Co. at 83-85 South State street, adjacent to the old Central Music Hall, the main firm continuing in the wholesale china, glass and lamp business under the name of Burley & Tyrrell at 42-44 E. Lake street.

Upon A. G. Burley's death, in 1897, John Tyrrell became the head of the concern. Mr. Tyrrell died in 1903 and was succeeded by his son-in-law, Mr. Cheney, as president of Burley & Tyrrell, while Frank E. Burley was succeeded by William G. Coleman as president of Burley & Co. The re-consolidation of Burley & Co. and Burley & Tyrrell under the title of the Burley & Tyrrell Co. was effected in 1907, Mr. Coleman being president. The company finally settled at 7 N. Wabash avenue, where it remained. Mr. Coleman died in November of last year, and Clarence A. Burley, a cousin of Frank Burley, became president.

There is a certain charm in tracing the development of a big and solid business from a small beginning, and a brief study of the growth of Albert Pick & Co. is well worth while.

Along in the 50's, Albert Pick, uncle of the present Albert Pick, started a little china and glassware business in Chicago. It prospered and later was purchased by Charles Pick, father of the younger Albert, the firm then being called Charles Pick & Co. On January 1, 1896, the name of the business was changed to Albert Pick & Co., and then its real growth began. The first year the firm's gross sales amounted to \$90,-

000. In 1918 they were in excess of \$7,000,000, and its staff of employees to-day numbers over a thousand. In 1857 the firm was housed in a small frame building at Clark and Monroe streets. To-day its customers recognize it as being the greatest concern of its kind in existence.

OBITUARY.

MORRIS BAER, of the Kaufmann & Baer department store, Pittsburgh, died suddenly March 21, after a few hours' illness, aged fifty-six. He was one of the best known business men in Western Pennsylvania, and took an active interest in civic and charitable affairs. Charles I. Aaron, of the Homer Laughlin China Co., and J. Kohnfelder, manager of the china and glass department of the store, were among the pallbearers.

William Pensom, for many years connected with the Rawsthorne Engraving Co., Pittsburgh, is dead.

F. A. W. Kieckhefer, president of the National Enameling and Stamping Co., died on Wednesday at his home in this city as the result of a stroke of apoplexy, aged sixty-seven.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- A J Kaufman, t, C A Kaufman Co, New Orleans. 116 West 32d.
- R C Barnstone, c,g, R C Barnstone & Co, Lewiston, Me. Commodore.
- E A Doyle, c,g, Lynn, Mass. Manhattan.
- O T Ballhorn, s, Powers Merc Co, Minneapolis. 2 West 37th.
- F A Munger, s,c,t, J Schoonmaker & Son, Newburgh, N Y. Commodore.
- W Mulcahy, hf, Chandler & Co, Boston. 230 Fifth av.
- H R Harr, c, H P Chandlee, Son & Co, Baltimore. Cumberland.
- C A Firisterwald, l, C A Firisterwald Co, Detroit. Commodore.
- W K Covell, Jr, c,g, W K Covell Co, Newport, R I. Murray Hill.
- S Blum, s, Cahn-Coblens Co, Baltimore. Herald Sq.
- W H Brown, hf, Brown & Co, Harrisburg, Pa. Imperial.
- F C Keffer, c, Kline, Eppiheimer & Co, Reading, Pa. 44 East 33d.
- F A Nudd, t, W Filene's Sons Co, Boston. 116 West 32d.
- G Bagnetto, hf, t, Dwyer Bros, New Orleans. McAlpin.

- W E Smith, c,g, Waterbury, Conn. Manhattan.
- W C Weichman, hf, Saginaw, Mich. Pennsylvania.
- A H Baum, s, M Goldenberg, Washington, D C. Cumberland.
- E H Wade, c, g, Horton & Wade, Albany. Continental.
- J W Waldorf, hf, c, g, Hochschild, Kohn & Co, Baltimore. 230 Fifth ave.
- P Weill, hf, B Nugent & Bro D G Co, St Louis. 470 Fourth ave.
- F L Gavitt, hf, H B Gavitt Co, Westerly, R I. Continental.

EXPORTS.

FOLLOWING are the exports of earthen, stone and china ware amounting to over \$100 during the month of January:

| | Chinaware | Earthen and Stone ware |
|--------------------------------|-----------|------------------------|
| Iceland and Faroe Islands..... | 6,303 | 39 |
| Norway..... | 3 | 3,518 |
| Canada..... | 6,732 | 155,720 |
| Guatemala..... | 598 | 555 |
| Honduras..... | 40 | 428 |
| Nicaragua..... | 185 | 866 |
| Panama..... | 380 | 2,166 |
| Salvador..... | 240 | 220 |
| Mexico..... | 7,394 | 8,435 |
| Newfoundland and Labrador..... | 38 | 160 |
| Jamaica..... | 28 | 153 |
| Other British West Indies..... | 142 | 223 |
| Cuba..... | 10,979 | 6,176 |
| French West Indies..... | 483 | 65 |
| Haiti..... | 203 | 1,249 |
| Dominican Republic..... | 1,402 | 2,110 |
| Argentina..... | 189 | 6,719 |
| Bolivia..... | 824 | 1,721 |
| Brazil..... | 7,231 | 1,876 |
| Chile..... | 2,153 | 678 |
| Colombia..... | 3,347 | 3,669 |
| British Guiana..... | 9 | 248 |
| French Guiana..... | 116 | 752 |
| Peru..... | 344 | 2,768 |
| Uruguay..... | 225 | 353 |
| Venezuela..... | 342 | 41 |
| China..... | 1,614 | 3,595 |
| Dutch East Indies..... | 31 | 491 |
| Japan..... | 839 | 106 |
| Australia..... | 29 | 219 |
| French Oceania..... | | 113 |
| Philippine Islands..... | 511 | 10,677 |
| Belgian Kongo..... | 165 | 36 |
| British South Africa..... | 110 | |

POTTERY PLANT AT A BARGAIN.

ON our front cover page is an advertisement of a pottery for sale. There is a scarcity of domestic earthenware, and it looks like a good chance for somebody to take over this plant, put it in operation, and make money. It is stated that it can be purchased intact for less than one-quarter of its value.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
EL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MARCH 27, 1919.

THIS country sent to China and Japan in the month of January \$2,453 worth of china and \$3,701 worth of earthenware. This is a little like sending coals to Newcastle.

THE SITUATION IN FRANCE.

WE have it on reliable authority that the great drawback of the china trade in France is the lack of transportation. The Germans confiscated thousands of freight cars early in the war, and owing to their loss the remainder were overworked. The necessary labor for repairs was not obtainable, and the efficiency of these soon became impaired. The rails and roadbeds also deteriorated, and the locomotives were continually giving out. Added to this, the French Government requisitioned nearly all the good rolling stock to transport soldiers. It is still in absolute control of all the railroads in the country, and only with the greatest difficulty are cars obtainable for freight.

Coal, which has been another factor, is now available if it could be transported. It is said that there is a considerable amount of the Welsh product at Boulogne, that the French mines are turning out more, and that German coal is also to be had; but owing to the lack of cars only a comparatively small tonnage is reaching the potteries.

The supply of raw materials is not all that could be desired; but there has been an improvement in this respect, and if cars could be had the situation would be much relieved.

Another obstacle, as far as exports are concerned,

is the lack of ships. Even if the coal and raw materials could be had, and the manufactured ware could be promptly shipped to the ocean ports, there is only a limited amount of cargo space available.

A redeeming feature is the return to work of the operative potters. The army is being rapidly demobilized, and already a number of workmen have returned to their benches.

From now on every endeavor will be made to get coal in larger quantities, and the prospect is that this will be accomplished. It will take some time—perhaps months—before there will be a decided increase in shipments, but more will be steadily forwarded as working conditions improve.

Buyers need not look for any lowering of prices this year, nor possibly next. Everything from clay to food costs double and triple what it did five years ago. Lessened production also makes the overhead charges greater, thus causing the goods to cost more in addition to the high cost of fuel, materials and labor.

But the potters there are full of determination to do the best they can, and by fall it is believed that a much better condition will prevail.

PERSONAL.

MORE than one hundred were entertained by E. W. Hammond on the occasion of the soldiers' parade last Tuesday. Among the out-of-town visitors were Leo Himmelstern, from San Francisco, and Mr. and Mrs. E. H. Sebring from Sebring, O. Mr. Hammond had cleared the tables, provided chairs, and made everybody comfortable. In spite of the fact that his main front window had been obscured by a hideous plaster decoration, a good view was had from the side windows. The kiddies could see through the legs of the statue in front, and he thoughtfully arranged it so that the children had front seats.



Herman Kashins, the former cut glass factory representative, writing from France under date of March 2, said he was enjoying a short leave at the Government's expense, having the best the country afforded, and stopping at a hotel at picturesque Dinard. He said it was just like the old days on the road, only with no trunks to pack. He added that it was a great relief to have no mess kits to bother with, no bugle-calls to listen for, and, above all, no cooties. He expects to be home some time in April.



A. P. McPherson, a well-known former pottery salesman traveling out of Zanesville, O., has completed the formation of a new restaurant and hotel supply

company at Detroit, Mich., under the name of the McPherson & O'Connor Co. Both men were in East Liverpool last week placing orders, and then went to the Pittsburgh glass district. The new concern will make a feature of supplying the Michigan territory.



Stanley P. Gray, formerly buyer for the Block & Kuhl Co., Peoria, Ill., is in town this week placing orders for P. A. Bergner & Co., of the same city, with whom he recently became associated, having bought out the china, glass, housefurnishing, toy and picture-framing departments of the establishment. He has proven his ability to make money for his employers in the various positions he has held as buyer, and there is no doubt but that he will make a greater success as his own boss.



C. P. Reddrop, of the Bedford (O.) Pottery Co., who was in New York for a few days this week, says their tunnel kiln is a success.



W. S. Anthes, of the Higgins & Seiter Co., is back from a vacation at Palm Beach looking splendidly.



Robert M. Miller will make his maiden trip for H. C. Kupper, leaving next Monday, carrying the Franco-American games and Ahrenfeldt china. The young man is a son of John J. Miller, and his experience as salesman for Maddock & Miller will now serve him in good stead. He is a bright young man, and we bespeak for him a cordial reception by the trade.



Max Hirsch, manufacturers' agent, came back to business on Monday after a siege of influenza followed by pneumonia.



C. H. Sebring and his wife—a charming woman, by the way—came to town expressly to see the military parade, and said they were well repaid, for it was the most impressive sight they had ever witnessed.



Geo. R. Nixon, salesman for E. W. Hammond, this city, has the sympathy of the trade in the illness of his wife, who has been in the hospital for more than a month with internal abscesses. It was thought she was getting better when three more developed on Sunday.



Rudolph Lorber, head designer and modeler for the S. A. Weller pottery, is spending this week in New York.



"Jerry" Toomey, buyer for the Keith-O'Brien Co., Salt Lake City, who arrived in town last Thursday on a buying trip, had to cut his stay short and left for

home Monday on receipt of the news that his wife had been taken suddenly ill with a serious attack of influenza.



Chas. Hass, buyer for Raphael Weill & Co., San Francisco, who has booked passage on La Lorraine, leaving for France about April 12, will spend a few days in New York before sailing.



Herbert Ailes, treasurer of the Beaver Valley Glass Co., was here the beginning of the week to consult with the concern's local representative, Frederick Skelton.



Dr. Charles L. Casey, head of the Guernsey Earthenware Co., made a brief visit here last Thursday.



H. Ichikawa, of the Taiyo Trading Co., left this week for Chicago, where he will spend a few days at the office in that city before proceeding to Seattle, whence he sails for a several months' stay in Japan to look after the concern's manufacturing interests.



Lieut. Kenneth Sebring, son of E. H. Sebring, of Sebring, O., who is in the 37th division, 146th Machine Gun Corps, is due in New York late this week.



Louis S. Hinman, of Theo. Haviland & Co., who is in Europe, has booked his homeward passage on La Lorraine, due here about April 9.



W. S. Pitcairn left last week for Chicago, and expects to be back Saturday.



I. Silverberg, manufacturers' agent, 98 Park Place, has taken an office in the Bartholdi Building and will move in early next month.



Leonard Stock, with H. C. Kupper, left on Wednesday night for a three months' trip covering Pennsylvania, New York and the West as far as Omaha. He takes samples of the Franco-American games "Speed Up," "Up and Over," "Bowlinette," and "Spiral Dive," together with Ahrenfeldt china for open stock and import.



William Junor, accompanied by Mrs. Junor, arrived in town on Monday, but did not join the crowd of sightseers. They have a son among the missing in France, and had no heart to view the parade.



E. A. Gillinder, head of Gillinder & Sons, Philadelphia, visited the New York office last Friday.

THE TRADE CAN, AND SHOULD, HELP.

THE inadequacy of New York's port facilities are such that every manufacturer suffers more or less because of delays on the New Jersey side of the Hudson River. Much relief could be had if the two States would join in making improvements, docking arrangements, and build sidings and warehouses on the New Jersey side. The pending port treaty between them provides for such a plan, and the Merchants' Association, ever alive to the needs of our city, is backing it. The organization asks the co-operation of the trade, and requests that letters be sent to the Mayor and Comptroller of the City of New York urging them to use their influence in having this treaty put into effect.

WOUNDED SOLDIERS TO MAKE TOYS.

AT Paterson, N. J., William P. Gary has just completed what is said to be the first toy factory in New Jersey, and probably the first one in the East, to be designed for the exclusive employment of wounded soldiers. It is a handsome concrete structure, embodying the latest ideas in factory construction, and is sufficiently large to contain about fifty men. It hasn't started operating yet, because no soldiers have applied for employment, but Mr. Gary has conferred with the division of the Red Cross having this work in charge, and as soon as wounded soldiers are ready to go to work he is prepared to set them at it. In talking of his project, he said:

"I couldn't go over myself, but I felt as though I ought to do something, and I believed this was as useful as anything I could do. The wounded soldier will find it hard to get employment. Most employers will have to maintain their output or suffer in the intense competition that is coming. But this factory is to be operated for wounded soldiers only, so there will be no competition. Each one will be upon exactly the same footing as his equally unfortunate associate. And all will be treated alike in the working out of the plan.

"It is my intention to operate this factory upon the basis of competition with other toy factories in which the employes are men who have all their members. I ask no favors in that direction. I feel sure that I will have no difficulty in finding a market, and more than ordinarily sure of that as soon as people know that my output is made by wounded soldiers. It is my plan to put them to work with men who will teach them how to do the work required.

"Each man is to be placed at the work which he can do best, and will be paid a fair wage, with as much more as he can make. In general this is my plan of operation. Presumably it will be modified somewhat

in working out, but I shall keep the main feature in view all the time. It is to make the wounded soldier independent of any charity or other gift. I plan to give him work upon his merits, and feel confident that these men will succeed in producing toys which I can sell at a profit in competition with toys made by other factories. I see no reason why they shouldn't turn out as good toys and as many as any man who is not wounded, provided they are properly placed in the manufacturing process.

"A number of toy buyers have already told me they shall be glad to give my output consideration when it is ready for distribution."

When asked if he proposed stamping his product with the information that it was turned out by wounded soldiers, he said that he believed he would. He thought it might make a difference in their sale if buyers and consumers understood how the goods were made.

ROBICHEK & CO. ASSIGN.

A PETITION in bankruptcy has been filed against the Robichek Co., Inc., manufacturers of lamps, 479 First avenue, and an assignment made to Julius J. Klein.

Manager Emil Lurie says the business will be re-organized as soon as possible and continued.

WAR'S EFFECT ON VENETIAN GLASS-MAKING.

AS a mercantile port Venice practically ceased to exist during the war. According to customs statistics the amount of imports in 1917 were 429,000 quintals, as compared with 23,000,000 quintals in 1913, and 16,760,000 quintals in 1914, the importation for 1914 occurring almost entirely in the first half of the year. Exports from Venice amounted to only 7,890 quintals in 1917, as compared with 1,950,000 quintals in 1913, and 2,000,000 quintals in 1914. In fact, all important imports were stopped or seriously diminished.

Consul B. Harvey Carroll, Jr., writing to the Department of Commerce, says: "Murano blown and hand-made glass had lost all of its markets of importance except America by 1915. Shipments to America amounted to \$18,447 in 1913; but in 1914 the war caused a drop to \$7,887, after which there was a persistent revival so that the shipments in 1915 were \$10,363, and in 1916, \$29,973. In 1917 the high cost of fuel and the difficulty of getting raw materials was felt, and the value of shipments dropped to \$12,595. After Caporetto, with the enemy lines so near and with fuel so expensive and difficult to obtain, the glass-making industry ceased to operate at Murano, and in April of



DO IT NOW!

THAT shabby suit, your winter coat, the run-down shoes, or any other article of wearing apparel you have discarded, will be as "velvet" to some refugee across the seas. Pack together all idle garments to-day. Don't wait until to-morrow. Get your parcel started by sending it to a local Red Cross Chapter immediately, because it has more than 3,000 miles to travel before it reaches its destination. The Red Cross has agreed to ship abroad 10,000 tons of clothing to the liberated countries of Europe as soon as that amount can be collected. "Over there" men, women and children are in rags, and every delay increases their suffering. Any warm garment that is whole and clean is acceptable. Warm underwear is a veritable luxury to the refugees, and hosiery has long been a thing of the past.

Get together whatever you can spare, and

DO IT NOW!

1918 was transferred to Livorno, where the three principal manufacturers united to start furnaces and where some 600 employes have been removed.

"Another glass industry at Murano was that of making glass mosaics, usually shipped pasted on sheets of paper in picture designs. The United States purchased \$37,223 worth of glass mosaics in 1913, \$17,100 in 1914, \$14,217 in 1915, \$5,971 in 1916, and \$1,285 in 1917, practically all delivery in orders of several years' standing. The moving of the glass furnaces affects the mosaic industry, as the glass fondants in color from which the mosaics are cut were made at the glass factories. By special agreement the glass industry now at Livorno is to return to Murano as soon as trade conditions permit."

WORTHY OF STUDY.

THREE Greek vases just added to the collection of the Metropolitan Museum of Art will well repay study by both potter and decorator.

The first, a red-figured stamnos, is decorated with mythological figures executed with spirit and evident facility, but not with unusual finish. The style is that of the early fifth century B. C. Surrounding both handles is a design of palmettes and scrolls, drawn in a free, spirited style.

From the potter's point of view the vase is a superb product. The shape is finely proportioned, the relation of the height to the width, the proportions of the neck, the body, the foot, and the handles to one another, being all beautifully thought out. The handles, in characteristic Greek fashion, seem to grow out of the vase and have consequently a wonderful, living quality, in marked contrast with many modern handles, which appear to have been added as an afterthought; moreover, the place where they are attached, the size, and the curve are planned with great care from both a practical and an aesthetic standpoint.

Another Athenian vase is a small black-figured kylix or drinking-cup of the sixth century B. C., said to have been found in Rhodes. It is delicately executed in the style of the "minor artists," who confined the decoration to a few ornamental motives, using the principal outside panels for inscriptions. The inscriptions are either signatures giving the artist's name, or toasts addressed to the user of the vase. On either side of this example we read: "Hail and drink well!" a popular salutation on these vases. In the interior of the kylix is a medallion of a sphinx surrounded by a tongue pattern, executed in charming miniature style. The vase is extraordinarily thin, light, and delicate, showing great skill on the part of the potter.

The third belongs to an attractive class of early Greek vases, provisionally called Proto-Corinthian, its real home not having as yet been established. It con-

sists principally of small lekythoi, decorated, in the earlier stages of the fabric, with linear motives, later with Oriental and archaic Greek designs. The latter are executed with wonderful richness and care. This dates from the seventh or early sixth century B. C. The workmanship is of good average quality. Though it cannot rival the famous Macmillan, Chigi, and Berlin specimens, which are indeed masterpieces of early Greek miniature work, it illustrates, nevertheless, the exceptional charm and delicacy of this fabric. On its little pear-shaped body, not more than two and a half inches high, it is decorated with four separate bands, three consisting of ornamental motives, one of warriors, figures facing, and male and female sphinxes. The paintings are executed in brown color on the light buff clay, with incised details. The vase is said to have been found in Cervetri, in Italy.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—By an agency in New York, a competent assistant who is a stenographer and typewriter, to take charge of the office in the absence of the proprietor. Good salary, with prospects. Communications confidential. Address A 209, this office.

GLASSWARE SALESMEN.—Permanent resident salesman, one for New England and one for Florida, to handle as a side line "No-nik" patented table and soft drink glassware. Commission basis. Submit references with application. THE DICKAR CORPORATION, Times Building, New York City.

WANTED.

Foreman competent to take charge of stock.
Two experienced china and glass traveling salesmen to cover good territory.
One salesman for hotel department who understands hotel equipment.
REGNIER & SHOUP MERC. Co., St. Joseph, Mo.

SITUATIONS WANTED.

SALESMAN who has sold cut glass throughout the United States for twelve years desires to make a change. Address A 210, this office.

FOR RENT.

SPLENDID OPPORTUNITY for a housefurnishing store. Only one housefurnishing store, drawing from a population of 30,000. This store to rent is well adapted for the business, and is in the best location in Somerville, N. J. (next to F. W. Woolworth & Co.). Inducements will be offered to the right party. Address F. G. THOMAS, Somerville, N. J.

SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,
Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo.



WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

SELLING TO SOUTH AMERICAN TRADE.

THE complaint has been heard time and again that before the war German manufacturers received a great percentage of orders in that territory because they delivered goods as the South Americans wanted them. American business men are now going about this matter differently. They cannot always—and in some cases will not—alter their methods at home so that their products will be turned out as South Americans are accustomed to have them. Instead, they have decided to educate the consumer, as they have been doing in the United States, to take what they manufacture. In other words, through advertising they are creating a demand for American goods.

The case of an American manufacturer of glassware, related in "The Glassworker," will serve as an instance. This manufacturer, having no agent in South America, called upon a bank to furnish him samples, which he intended to copy. Upon their arrival he inspected them—they were the cheap product of a European country—and he did not hesitate a moment to let it become known that he would not "turn out such stuff."

Being eager to get into the South American field, he sent down his own line of samples and started an advertising campaign to create a demand for his product. The result is that to-day his factory will be busy for months to come on orders for South American concerns, who report that the demand for the cheap article has ceased entirely.

There is, furthermore, a steadily increasing emigration of high class business men from the United States to the Spanish-American republics, and with the readjustment of industries in this country a vast expansion of trade intercourse is expected among bankers and merchants.

The growth of American exports to Latin America since the beginning of the war is due in a great measure to the fact that the merchants of these countries were forced to look to other sources than Europe for their goods.

From 1915 to the end of the fiscal year 1918 exports from the United States to Latin America increased about 300 per cent. In 1915 our exports amounted to \$251,469,431; in 1916 they were \$411,193,859; in 1917 they jumped to \$581,954,695, and finally by the end of June last year they had risen to \$734,000,000.

It is interesting to note that the exports from the United States to the countries of South and Central America in 1918 were ten times as great as in 1898, and three times as great as in 1910.

Elaborate plans are being made, and have even partly been put into execution, to supplant the formerly vast distribution of German goods with American merchandise, and as a preliminary step in this direction advertising campaigns, which in some instances cover the continent, are being carried out. The object of this is primarily to cultivate the taste of South Americans for American-made goods.

The "business entente" between the two American may be said to have had its beginning through the establishment of an organization of advertising

agents in the United States and of newspaper publishers in the various countries of South America. This American organization exercises practically the same functions that will be exercised by the proposed American steel and copper export combine.

It gathers information for the manufacturer of goods who is contemplating an advertising campaign. A South American city, state or county can be covered, or even the whole continent. The organization of advertisers is working in close co-operation with the South American publishers, who are now eager to receive the advertising of the manufacturers of the United States, which was not always the case.

SUMMONING THE BOSS.

MUCH annoyance is occasioned when the presence of someone in a large establishment is needed and he is not in his office, but is somewhere about the building, and a long time is wasted in hunting him up. In some establishments this is avoided by installing gongs on every floor. Under the gong is a telephone—with extensions if the floor is large in area. If the head of the house is called for, the operator of the telephone system rings "one" at intervals until the 'phone is answered, for no matter in what part of the house he is he hears "one," and knows that he is "wanted on the telephone." Different strokes on the gong will call others. The time and annoyance saved will soon pay the cost of the system.



For the Jobbing Trade—Cake Plates, Salads, Decorated Dinner Lines, Souvenirs and Calendars.

The D. E. McNicol Pottery Co.,
EAST LIVERPOOL, O.

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 3, 1919.

CONDITION OF TRADE.

New York Business in the warerooms is a little quiet, but mail orders are good, and the men on the road are all doing well.

Buying was knocked to pieces last week by the military celebration, and has not yet recovered. A few buyers have since come in, however, and more or less are expected to be in the market all the rest of the season.

The demand for English earthenware continues. Every importer is getting all the business he can handle, and it looks as if the call would continue the rest of the year.

The demand for French goods is just about the same as it has been. It would be much better if there were more chance of getting the goods. People want French china, and want it badly.

The Japanese importers carrying stock are very busy. Some belated import orders were placed last week, and more would have been had the importers been able to insure delivery.

The domestic potters are getting plenty of business, with the higher-priced wares most in demand. Repeat orders of good size are coming in with gratifying regularity.

A little better condition is seen in the glass trade. Not only is there an increased demand over last week for domestic consumption, but the export trade is improving. Perhaps the news that there would be a two weeks' shut-down of the factories in July has something

to do with the spurt. The factories are not piling up stock to any great extent, and wise buyers are anticipating their wants.

Cut glass still sells well, the better grades having first call. Many weddings are looked for in June, and as cut glass has always been in favor for presents a brisk business may be expected from now on.

Glass with color decorations as well as gold incrustations is gaining in favor, the higher cost goods being the most called for.

Retail trade in the city was benefitted, rather than otherwise, by last week's military doings. The parade brought half a million people to the city, and a number of them bought china and glass. Business in nearby places also is good, and reports from the interior all the way to the Pacific Coast are very encouraging.

Jobbers everywhere report that they are just as busy as they can be—which only serves to corroborate the statement that retail trade is good. Another point is that all the men on the road are sending in splendid orders, showing that retailers are in need of wares. Everything points to a good trade for the months to come.

East Liverpool and Vicinity

Increased activity in the receipt of new business with local pottery manufacturers during the past fortnight indicates that plants will be operated on full schedules for months to come. Numer-

ous buyers have visited the district. Shipping is prompt. The demand for decorated ware is good, while some sections are showing activity in buying white ware. Salesmen have been doing a good business on the road. Labor is more plentiful, and no scarcity of raw materials is reported.

Pittsburgh and
Vicinity

Glass manufacturers report an increased demand from jobbers and department stores. Southern trade has been especially active. Western and Eastern buyers are keeping their stocks up in good shape, and consequently sending in considerable new business. The general outlook is considered very promising. The better grades of ware are in good demand, but the staples continue rather inactive. While lighting glassware is in some demand, it is not expected to show much increase until greater activity in building is noted.

OF COURSE.

NEW YORK, April 2.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: Why are householders buying wine and liquor glasses now, in view of what is going to happen July 1?
PUZZLED.

[Just because of what is going to happen July 1, silly! The average householder has now in his home all kinds of bottled sunshine awaiting the coming of the dread date, and naturally wants all kinds of glass where-with to do it honor. As time rolls on the stuff will become priceless, and the churl who would serve it in any but the proper vehicle would indeed be lacking in appreciation of the fitness of things. Libations to the gods call for chalices.—Ed.]

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of January, 1919, compared with the same month in the preceding year, were as follows:

| | 1918 | 1919 |
|-------------------------------|-----------|-----------|
| China, not decorated..... | \$ 10,630 | \$ 23,527 |
| decorated..... | 205,942 | 186,913 |
| From France..... | 45,880 | 20,307 |
| Germany..... | ..... | ..... |
| United Kingdom..... | 46,489 | 20,892 |
| Japan..... | 103,298 | 139,998 |
| Other countries..... | 10,275 | 5,716 |
| Earthenware, not decorated... | 33,324 | 20,203 |
| decorated..... | 159,982 | 150,501 |
| All other..... | 16,152 | 17,881 |
| Total..... | 631,972 | 585,938 |

FOR SEVEN MONTHS ENDING JANUARY.

| | 1917 | 1918 | 1919 |
|-----------------------|------------|------------|------------|
| China, not dec..... | \$ 114,624 | \$ 159,471 | \$ 212,290 |
| decorated..... | 1,935,308 | 2,186,705 | 1,919,581 |
| France..... | 544,289 | 337,597 | 268,670 |
| Germany..... | 15,597 | ..... | 72 307 |
| United Kingdom... | 335,150 | 338,704 | 253,555 |
| Japan..... | 947,265 | 1,326,111 | 1,284,871 |
| Other countries.... | 93,067 | 133,893 | 40,178 |
| Earthenware, not dec. | 219,957 | 340,597 | 218,089 |
| dec.... | 1,089,627 | 1,256,871 | 2,256,871 |
| All other..... | 189,996 | 134,753 | 257,615 |
| Total..... | 5,769,442 | 6,152,953 | 5,484,870 |

DOLLS AND TOYS.

| | 1918 | 1919 |
|------------------------------|-----------|----------|
| Dolls and parts of dolls.... | \$ 18,803 | \$ 1,764 |
| All other toys..... | 107,551 | 3,929 |
| Total..... | 126,354 | 5,693 |

FOR SEVEN MONTHS ENDING JANUARY.

| | 1917 | 1918 | 1919 |
|----------------|---------|------------|-----------|
| Dolls & parts. | 44,082 | \$ 193,201 | \$108,554 |
| All other toys | 795,209 | 971,281 | 210,665 |
| Total. | 839,291 | 1,169,482 | 319,219 |

GLASSWARE.

| JANUARY | | FOR SEVEN MONTHS E'D'G JANUARY | | |
|----------|----------|--------------------------------|-----------|-----------|
| 1918 | 1919 | 191 | 1918 | 1919 |
| \$47,302 | \$30,229 | \$247,055 | \$382,764 | \$192,438 |

CHINA CLAY.

| JANUARY | | FOR SEVEN MONTHS E'D'G JANUARY | | |
|-----------|-----------|--------------------------------|-----------|-----------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$110,759 | \$170,033 | \$675,439 | \$784,150 | \$694,806 |

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

| JANUARY | | FOR SEVEN MONTHSE'D'G JANUARY | | |
|---------|------|-------------------------------|---------|------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| | | \$16,583 | \$4,398 | .... |

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

| JANUARY | | FOR SEVEN MONTHS E'D'G JANUARY | | |
|---------|-------|--------------------------------|----------|---------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$2,362 | \$843 | \$150,949 | \$49,558 | \$6,413 |

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

One of the most interesting gatherings of glass manufacturers in months was held here late last week, when owners and managers discussed the future. One important matter talked about was that of export conditions, and another the tariff. The Glass Association, which is a member of the United States Chamber of Commerce, has taken the former question up with that body, which in turn will obtain the views of the State Department concerning the matter of obtaining foreign import permits. Reports were that raw material costs show no change whatsoever, and that there is no probability of a decrease in the price of labor.

The lighting glassware department of the United States Glass Co., which was first established in Factory "L," has been transferred to Factory "B." Frank Freese, who has been in charge of the department, retired from the company last Monday night and has taken charge of the accounting department of the largest chain of retail groceries in Western Pennsylvania. Mr. Freese was for many years credit manager for the "States," and after that was officially connected with the Ripley Glass Co.

H. A. Ellman, of St. Louis, Mo., who plans to establish a new china and glass jobbing house in that city, is due in the district this week to order initial stocks, and is scheduled to visit the East Liverpool potteries after finishing his work here.

J. A. Hemple, of the Philadelphia office of the United States Glass Co., spent several days at headquarters here late last week.

Salesmen who have returned from extended Southern trips report considerable activity in the demand for glassware. Since first orders were taken on their trips, and where merchandise has been delivered, a number of repeat orders have been received. Jobbers and depart-

ment stores south of the Ohio River report a very active season, and quick shipment of goods is desired.

The former Higbee glass plant at Bridgeville, Pa., which was taken over several months ago by the General Electric Co., still remains idle, and no date has been set for starting operations. The employees of the Higbee company have consequently taken positions with other glass factories.

Samples from the Cambridge (O.) Glass Co. have been received by the Milliken China Co., of this city, which will hereafter represent the factory in this territory.

It is now announced that nothing will be done toward rebuilding the former plant of the Tarentum Glass Co. while construction costs remain at present levels.

Ira Clarke, the well-known glass salesman, who was injured some months ago in an automobile accident here, has returned from Mt. Clemens, where he went for the benefit of his health.

With the moving season approaching there is an increased demand for stationers' glassware, as is always the case at this time of year, and wholesale and retail stationers have been quite active in the market during the past fortnight.

Considerable stock bought by jobbers last fall at the top of the market is being disposed of, according to letters received recently by glass manufacturers. It is recalled that a number of these buyers hesitated about placing large orders in January, but as the season advances and their stocks are being moved they are again ready to order.

The Ouachita Valley Glass Co., located at Bastrop, La., which owns a number of gas wells near its property, is now arranging to pipe the gas throughout the town, so that all its employees, as well as other resi-

dents, will be consumers. It is the only glass company in the country having a sufficient supply of gas to pipe it through a community.

It is said that in the closing of the receivership of the Higbee Glass Co. creditors will receive in the neighborhood of fifty per cent or more on their claims. The final report of the receiver is expected to be filed at an early date.

The plant of the Bellaire (O.) Bottle Works which had been idle for some time, during which numerous repairs were made, resumed operations last week, giving employment to a full force.

AT CHICAGO.

THE general condition of the china and glass trade of the city has been good during the past week. Few wholesale buyers have been here, but this is believed to be due to the fact that they are busy at home with spring business. At the local stores trade is reported very satisfactory. The public is still frowning over the high prices, and paying them when there is no other course; but a popular price catches the eye of the canny buyer, and brings the crowds every time. The State street stores have been holding quite a few "special sales" of late, featuring floor lamps, dinnerware sets and cut glassware for the most part. Nothing gets a crowd like the advertisement of a special sale on dinnerware sets if the price is right.

B. H. Palmer, who travels out of the Chicago office of the United States Glass Co., has returned to the city after finishing a trip through Middle Western territory.

John Austin, of the Jefferson Lamp Co., Follansbee, W. Va., was in the city with samples during the week.

Otto Heinz, of the Cut Glass Specialty Co., St. Charles, Ill., was a visitor in the city during the week.

Albert Pick & Co. have had a force of men taking inventory of the stock of the Burley & Tyrrell Co., recently purchased. It is expected the work will be completed some time this week.

The McAnulty Co. has taken over the representation of the lighting glassware line of the Wellington Glass Co., Cumberland, Md.

W. T. Darden was awarded a gold watch and fob last week by the Middle States Society of Analytical

Engineers in a contest staged at the Palmer House. Mr. Darden is said to have won the prize "for endurance." Of what is not stated.

C. W. Reasner, of Kelly & Reasner, went to Wellsburg, W. Va., last week to visit the factory of the Eagle Mfg. Co., which his firm represents in this city.

Jack Patterson, of the D. E. McNicol Pottery Co., Clarksburg, W. Va., was at the Palmer House with samples this week.

J. E. Boring, who represents the Crooksville China Co. in Chicago and Western territory, is calling on the trade in Minneapolis and St. Paul.

Dent Taylor, of the H. Northwood Co., Wheeling, W. Va., was one of the out-of-town visitors.

Sam Paull and C. B. Ott, of the Eagle Mfg. Co., Wellsburg, W. Va., visited the city this week.

Miss Ella Brennan, buyer for Rothschild & Co., has returned from a short Eastern business trip.

Frank B. Tinker has returned from a trip to Charlton, Ia., where he owns a farm.

Many bets were made among crockery and glass men of the city on the mayoralty election, held this week, and some of them took an active part in persuading voters for their respective candidates. At a meeting held at the corner of Madison street and Wabash avenue, in the heart of the crockery and glass district, somebody who failed to sympathize with the remarks of a speaker threw a stink bomb. The crowd scattered promptly, and for several hours afterward the fragrance of the locality was marked.

George W. Milligan, cut glass manufacturer, has returned to the city after a motor trip through Indiana and Ohio.

C. P. Stouffer, of the J. H. Stouffer Co., left this week on his second spring trip.

Earl W. Newton, of Earl W. Newton and Associates, has returned from a trip through Northwestern territory.

Among the visitors in the city last week was George Sedelmeier, traveler for the Crooksville China Co., and W. V. Oliver, salesman for the French China Co., Sebring, O.

THE path of failure runs along the street of procrastination.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

With labor more plentiful, pottery manufacturers in this district are now in a position to show increased production. A far better grade of merchandise is being produced in all plants, as workers realize that hereafter efficiency will be insisted upon. While no new kilns are scheduled to be erected in the local district this season, if the employees work steadily they will turn out more ware than for years past. The general demand is active. Not only have the larger plants good business on file, but the smaller ones are sharing in the increased ordering.

Among buyers visiting the district recently were F. H. Krenning, Jr., of the Krenning-Westerman China Co., St. Louis, Mo.; Silas Ichenhauser, Evansville, Ind.; G. W. Monroe, for C. A. Hibbard Co., Colorado Springs; Bergner & Co., Peoria, Ill.; Mr. Slocum, of the Slocum Co., Ft. Dodge, Iowa; Mr. Murtland, for Sears, Roebuck & Co., Chicago; Samuel Hersch, of the Hersch Co., San Francisco; Montgomery, Ward & Co., Chicago.

Another improvement about to be tried out in clay shops here is a ball-bearing jigger, a recent invention. Its first tests will be made in the plant of the Homer Laughlin China Co.

Six new exclusive open stock dinnerware patterns are being shown by the D. E. McNicol Pottery Co. Five are border designs, and the sixth is a three-spray bluebird treatment different from any offering of the kind now on the market. The demand for one pattern, which was sold from early advance sheets, has been sufficient to exhaust the edition for the time being.

Zed T. Smith, Eastern salesman for the D. E. McNicol Pottery Co., has returned home and will leave within a few days on a Western trip.

Roy Henderson, of the Carrollton Pottery Co.,

spent some time here last week going over business matters with the Eastern representative, Herbert K. Connors, who has just returned from an eight weeks' trip over Eastern territory.

Donald Thompson, secretary of the Thompson Pottery Co., who was wounded just one hour before the signing of the armistice, landed at Newport News last Wednesday night. He was met at the dock by his father, J. C. Thompson, and expects to return to his home here at an early date.

It was the first trip to the pottery district of G. W. Monroe, buyer for the C. A. Hibbard Co., Colorado Springs. He placed business with several plants, and received quite an insight concerning the manufacturing of pottery.

There is no scarcity of help in the district just now, and manufacturers are in a position to select their employees. Many East Liverpool soldiers landed in New York last week, and when they reach here their former positions will be found awaiting them.

English china clays, which are generously used in the manufacturing of domestic pottery, are higher than ever, costing, delivered here, approximately \$30 per ton.

That the jobbing trade is making strong efforts to increase business is shown by the many requests for commercial photographs of assortments and specialties.

George C. Thompson, of the Thompson Pottery Co., who has been spending a season at Mt. Dora and other Florida points, returned to his desk this week.

Employers are quick to recognize faithful service. A clay shop crew at the Homer Laughlin China Co.'s plant in Newell worked sixty-four consecutive days, never missing an hour. The firm presented each male

member of the crew with a box of cigars, and the one female member was given a costly box of bonbons.

* *

The Advance China Co. is the name of the concern which recently started operations at Chicago Heights, Ill., and in which plant a number of local pottery workers are employed. It is the only pottery located in the Chicago district, and has been converted into a general ware plant from a terra cotta factory.

* *

T. A. McNicol, president of the T. A. McNicol Pottery Co., has returned from a business trip to New York, during which time he was a member of the party headed by Gov. Cox, of Ohio, which welcomed the return from France of several companies of East Liverpool soldiers.

BOSTON BUSINESS NOTES.

TRADE in lighting glassware has been on the up grade during the past two weeks. Wholesalers whose stocks have been depleted by recent buying are in the market for new goods. For the past two years replacements of old fixtures have supplied the chief demand—in fact, it is estimated that at times this element has represented eighty per cent of its volume. Now, however, it is believed that the demand for fixtures for new buildings will be a factor of increasing importance.

E. J. Tucker, of the Chase & Francis Co., is on a ten days' trip through Connecticut.

E. L. Goss, of the Goss Co., Lewiston, Me., called on the trade here this week. He was en route to New York.

The R. H. White Co. announces the opening of an enlarged housefurnishing department.

Among the recent social happenings in Boston was a dinner given at the Hotel Westminster by sixty-five members of the sales force of the Chandler-Farquhar Co.

At the annual meeting of the Jones, McDuffee & Stratton Co. the following officers were elected for the ensuing year: Theodore Jones, president; Solomon P. Stratton, treasurer; Harry N. Milliken, assistant treasurer and clerk of corporation. Frederick E. Proctor, William H. Childs, James P. Gordon and C. O. Nelson were elected directors.

The Lougee-Robinson Co., Laconia, N. H., is enlarging its china and glass department by removing the partition between its building and the ground floor of the adjoining structure, which the Government has

used for fifteen years for a post office, but which has now been abandoned for new quarters. The enlarged floor will be entirely devoted to china and glassware.

John Atwood Chamberlain, for many years engaged in the cut glass and jewelry business in Salem, died in that city last week.

The Gilchrist Cheerful Workers, an organization of young women employees of the Gilchrist store, who have done much in the way of entertaining wounded soldiers in the army hospitals here, gave a dinner at the store restaurant to a group of wounded men on Tuesday. Felix Vorenberg, vice-president and secretary of the Gilchrist Co., spoke words of welcome to the guests. There was an entertainment following the dinner.

Elmer Hall, for the Osborn Hardware Co., Holyoke; George Turner, for the J. R. Libby Co., Portland, and Arthur T. Ellis, for Almy, Bigelow & Washburn, Salem, were among the china and glassware buyers who called on the trade here this week.

F. A. Shattuck, representing George F. Bassett & Co.; Edward Wilgus, the National China Co., Salineville, O.; Charles Dela Croix, the H. Northwood Co., Wheeling, and Mark Donaldson, the Homer Laughlin China Co., East Liverpool, have been in the city during the week.

THREE CHINESE VASES BRING \$50,000.

THE University of Pennsylvania Museum has purchased three vases of the extremely rare and famed Chun pottery, with rich, opalescent glaze, made in the tenth century.

Thanks to the strength and solidity of these vases, they have come down to the present in absolutely perfect condition, having been treasured in the imperial palaces in China by successive dynasties for nearly 1,000 years.

Two of them are in the shape of deep flower pots, alike in their strongly marked shape, but varying in color. One is the color of crushed strawberries; the other is a luminous blue gray; the third is a tall vase of sky blue, with splashes of crimson.

One of the pair has an inscription underneath the foot, placed there during the Ming dynasty, which says that these two pieces were the property of the imperial palace.

The Chun ware, on account of its great beauty and rarity, is ardently sought by collectors and by museums. It is one of the most costly of all types of pottery or porcelain, and the three pieces which the University Museum has now acquired are among the finest examples known.



ONE-CUSTOMER TOWNS.

BY A FORMER TRAVELING SALESMAN.

HOW often have you heard a salesman say: "My! I hustled to-day; made three towns."

If asked the result of these hurried calls, you will find that some business was the result. But how much more might have been done if the proper time had been spent in each town few road men stop to consider.

The reason for this undue haste is the mistaken idea that "the field far away is greener." A town up the line usually looks better to most salesmen than the one they are in.

Take, for example, a town man arrives in at night. He registers at the hotel, takes a walk, looks the place over, and forms an estimate of its possibilities.

The first sale next morning, perhaps, is small. He is not encouraged, puts the prospects of big business in this burg out of his mind, and at 10 o'clock looks at his time-table and learns that a train goes out at 10:30. He packs his grip and jumps to the next, often repeating the proceeding, and when night comes has traveled many miles, consuming time that should have been devoted to calling on trade.

The methodical and painstaking man makes no such mistake; he sees all the merchants along his route, and, as a rule, does business. He is always fresher than the "jumping jack," and has the advantage of knowing that the "pond he is fishing in contains as many fish as the next one."

Almost every large city has stores on its outskirts which few salesmen ever visit, although they would welcome a call from the representative of a good house. There is a store in the southeast section of Washington, D. C.—quite a large and good store, too—which the writer knows few salesmen of the army who "make" the Capital City visit.

Slow up your trip, and cover the suburbs of all the towns on your list.

The salesman who makes only one or two customers in a town, and caters to them exclusively, may lose them some day; and as he has neglected the other stores consistently, another house will probably have them lined up, with the result that the town is wiped from the map, so far as the salesman's business is concerned.

Says a well-known road man: "A few weeks ago I was going from Atlanta, Ga., to Richmond, Va. In the same sleeper was a salesman I happened to know. I asked him where his next stop would be. He replied, 'Norfolk,' and I asked him why he didn't stop off in Richmond.

"He answered: 'Oh, I had a customer there, but I lost him; so I cut Richmond off my list.'

"'Why,' I asked, 'don't you secure others to take his place? There is more than one good store there.'

"'All the other stores buy from other houses,' he replied.

"It developed that when this man first worked the territory he made but the one customer, and had never tried to secure others."

Disdain not to call on the little fellow; some day he may be a big one, and the fact that you slighted him in his early days will harm you so much that you will never be able to sell him.

Here is a story told by a road man. Said he: "I once made a trip on a route formerly covered by an old salesman of the house for which I traveled. The territory was new to me, so I was given a list of the accounts the house had in the various towns. I disregarded this list, and each night when I got into a town the first thing I did was to get a business directory and make a list of all the houses in my line. The result was that I found houses on side streets, firms in older business districts, and stores in the suburbs—all legitimate trade, all possible buyers—which the former salesman had never touched. I called on all, and sold to many. Over twenty new accounts were opened.

"One day the head of the house wrote and asked: 'Where are you digging up all the new business? Since when have so many new stores opened in those towns?'

"He had but to refer to the rating book, however, to find that they were all old-established concerns, and had not been sold to before simply because they had never been called on."

HE KNEW.

IN one of the first trenches were 5,000 negro troops, supported at some distance in the rear by a force of whites 10,000 strong. A newly arrived negro trooper, who was visibly nervous, was being "kidded" mercilessly by his companions.

"Whut'd you do, Henny," one of the tormentors asked, "ef ten billion o' dem bush Germans wuz to pop up outen de groun' right 'bout as close to you as nineteen is to twenty?"

"I ain't a-tellin' whut I'd do," Henry answered, "but I know whut de res' o' you niggahs would do, an' I know whut de papers back home would be sayin' de nex' mawnin'. Dey'd have big headlines: 'Ten thousand white folks trampled to death!'"

THE man who admires himself too much has a hard time getting others to admire him.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, APRIL 3, 1919.

MANUFACTURERS of glassware who have taken heed of our repeated suggestions that they cultivate an export trade are reaping the benefit. The demand from exporters is increasing, and will continue to increase, as there is very little hope of getting German glass for months—perhaps years—to come, and never again at the old prices. The South Americans like our glass, and manufacturers have but to pack it in the way the dealers there desire to receive abundant orders.

SOLDIER EMPLOYMENT.

THE country's commercial organizations are called on by the Chamber of Commerce of the United States to assist in placing in employment returning soldiers and sailors. Whether we look at soldier employment from the patriotic, business or social standpoint, or from all three combined, it is a matter that assumes large proportions. From the patriotic standpoint we owe a debt which we can never repay to those who fought for us, and to those who were called out and ready to fight for us; and the manner in which we treat them will affect the response to the next call for patriotic service. From a business standpoint, they are disciplined men who have learned how to handle themselves under a great variety of experiences and circumstances, have acquired habits of regularity, cleanliness and prompt response to duty which should make them, man for man, more available and efficient than others. Business is the only element in the community that can employ them, and in accordance with the way they are

treated by business the soldiers will regard business. From a social standpoint the country must look to business to provide them with employment as a safeguard against discontent.

It will be found in a vast majority of cases that their former employers will take them back. If the former employer is recalcitrant, public opinion of the business men of that community should be brought to bear on him. Of those that cannot be taken by former employers, the number is, presumably, small, and other business men of the community should place them.

"Local jobs for local men" should be the slogan used with and by the employers, in order that the returning soldiers may be impelled to redistribute themselves throughout the country in the ratio in which the man power was withdrawn for military purposes, thus bringing into immediate operation the maximum reabsorbing capacity of the whole nation.

THE GREENHUT MATTER.

IT is more than a year now since the Greenhut Co. liquidated and went out of business, and yet, so far as can be learned, there has been no move to reimburse the stockholders. It is understood that the sale of the stock yielded enough to pay all the debts and the stockholders as well. Where is this money? Is anybody getting the use of it? Are the lawyers dragging the settlement along so as to use up the assets in fees? These are some of the questions the stockholders are asking. At the time of the failure, or whatever it may be called, the public prints said there was a large sum of money in the savings bank attached to the business belonging to the former employees. They, too, are asking questions.

It looks as if nothing will be done unless the stockholders get together and demand an accounting. A meeting might bring to light many things now hidden.

MANUFACTURING CONDITIONS IN GERMANY.

DURING the import season many questions were asked by buyers relative to manufacturing conditions in Germany, and there was an impression among a few that as soon as the peace treaty was signed a flood of German china would pour into New York. This is entirely erroneous. In the first place, it had never been the custom of those German potters who catered to the American market to make up stock goods. They worked only on order. Therefore there can be no big stocks to draw from. Again, their plants were short of men all through the war, and after the first few months produced only thirty per cent of capacity. Travelers

who were in Germany last fall state that the potteries then were not turning out more than twenty-five per cent of normal. Furthermore, they report that Germany had the biggest holiday trade last year that was ever known. Much money was made on Government contracts for war materials, just as was the case here, and all kinds of business was good. Any attempt that might have been made to buy goods for this market would have proved futile.

How long it will take to get the potteries going again is uncertain. The men who were in the army are in no hurry to go back to work. They may or may not be Bolsheviks, but certain it is that at present they show a disinclination to resume their former vocations. But, assuming the potteries could start to-morrow, the home market, together with that of adjacent territory, would absorb all that could be made for a long time to come.

The inquiries above referred to show that there are people willing to buy German goods, notwithstanding the strong antipathy felt towards them all over the country. Not so much has been voiced of late; but the opposition is merely slumbering, and needs little to wake it to renewed activity.

PERSONAL.

LAST Saturday was a great day for Edward J. Burdett, whose resignation as buyer for R. H. Macy & Co., after twenty-seven years with the concern, took effect at that time. The first thing that happened was the presentation of a check in four figures by Percy Straus on behalf of the firm as a slight token of appreciation of his long and valued service; and as a pleasant climax to a day of "au revours" and good wishes for his success by his associates in his department and throughout the establishment he was presented with a very handsome radiolite traveling clock by the Buyers' Association of Macy's. As previously stated, Mr. Burdett will establish himself as a manufacturers' representative. He has secured a room in the Fifth Avenue Building and expects to open for business as soon as he completes the list of factories with which he is now negotiating for representation.

Max Hirsch, New York representative of the Buffalo Mfg. Co., is spending this week at Lakewood, N. J., recuperating from his recent attack of pneumonia and the shock resulting from the death of his wife during his illness.

One day last week Harry P. Muirheid was in conversation with two or three gentlemen about a mutual friend who had died suddenly a few days before, and

one of the group said that when he died he wanted to go in the same way. The words had hardly left his lips when he gave a gasp and fell dead. Mr. Muirheid says the Grim Reaper is certainly cutting a wide swath among his friends. He has attended eleven funerals within two weeks.

M. Takagi, with the Taiyo Trading Co., returned last Friday from a visit to Boston, where he conferred with W. M. Pingree, representative of the concern in that city.

Charles J. Pratt, London representative of a number of domestic glass factories, arrived in New York from abroad on Sunday, and will spend a few weeks here visiting the various plants.

J. Howard Fry, of the H. C. Fry Glass Co., Rochester, Pa., paid a brief business visit to New York on Friday.

E. H. Thompson and C. Finley Knight, of the E. H. Thompson Co., Jacksonville, Fla., arrived in New York on Monday, and will be at the Martinique all this week. Mr. Finley says that business all over Florida is the greatest ever known. Crops are in splendid condition, and the influx of tourists exceeds anything ever experienced.

The Block & Kuhl Co., Peoria, Ill., announces that it has engaged W. A. Ricker, formerly of St. Paul, Minn., to take charge of its china and glassware department.

C. H. Roehling, of Pitkin & Brooks, Chicago, was in New York for a few days late last week.

W. H. Walker, of the Hudson Bay Co., Edmonton, Canada, was in New York for three days this week. A short stay for so long a journey, but business is such at home that he could spare no more time.

Geo. B. Jones, New York representative for Johnson Bros., Hanley, England, sailed for Europe on the Baltic last Saturday.

E. P. Marat, who travels South for the Bradley & Hubbard Mfg. Co., came home on Tuesday after a six weeks' trip. He was not only successful in selling all his old customers, but corralled a lot of new ones.

E. J. Ridgway, of Meakin & Ridgway, is booked to sail on the Aquitania for England on Saturday. He will have as companions Mr. and Mrs. W. S. Pitcairn,

who have been waiting weeks for this particular steamer.



Carl Meyer, Sr., vice-president of the Lewis & Neblett Co., Cincinnati, left for home Monday night after a several days visit in New York.



A. H. Peterson, buyer for W. Laubach & Sons, Easton, Pa., spent several days in town this week placing orders for china, glassware, housefurnishings, toys and silverware. He had a lot to do, and was kept constantly on the jump.



D. King Irwin, the latest acquisition to New York's list of manufacturers' agents, is one of the busiest men in the city this week. The Liberty Cut Glass Works, whose room in the Fifth Avenue Building was subleased by him, completed the removal of its samples on Monday, and Mr. Irwin immediately began unpacking his lines.



W. A. Edmunds, well known as a lamp and lighting glassware salesman for the Pittsburgh Lamp, Brass and Glass Co. and other concerns before entering the service, arrived home from France March 23 and is now awaiting his discharge at Camp Merritt. He is desirous of getting back in the trade again, and is looking for a connection.



Lambert Dorflinger, of C. Dorflinger & Sons, leaves on Saturday night for Boston, where he will open up at the Parker House on Monday with his line for a week's stay. As secretary of the concern he has hitherto devoted his entire attention to his office duties, but hereafter will manage to make occasional trips to the Hub and Philadelphia. Selling is not a new experience for him, by any means, as he traveled for the concern several years ago.



W. G. Mueller, formerly assistant buyer in Germany for the Burley & Tyrrell Co., Chicago, and for the past year or two connected with Albert Pick & Co., who have just taken over the former's business, has been placed in charge of the retail store on Wabash avenue.

WHERE WILL THEY STOP?

NOT satisfied with buying out the United States Housing Co., Washington, D. C., a Government affair organized to furnish munition plants, cantonments, etc., for about half a million, and right on top of that taking over the Burley & Tyrrell Co., which called for a million, Albert Pick & Co. have just bought the E. H. H. Smith silverware factory at Bridgeport,

Conn., involving nearly another half million—and all since January 1. They purpose hereafter to make flat and hollow silver-plated ware for their hotel equipment department.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

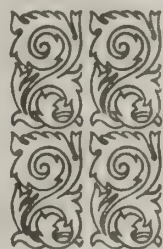
IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- J Szold, hf, J Szold & Son, Peoria, Ill. 6 West 32d.
- W W Wentworth, t, Wm Taylor, Son & Co, Cleveland. 470 Fourth ave.
- W M Hatch, c, g, W M Hatch & Co, Boston. Murray Hill.
- H D Johnson, t, Howland D G Co, Bridgeport, Conn. 404 Fourth ave.
- D A Deady, c, g, H L Boughton Store, Catskill, N Y. Continental.
- B Joseph, c, g, F L Warren, hf, Wise, Smith & Co, Hartford, Conn. 105 Grand.
- F P Walsh, hf, c, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
- F M Farrell, hf, t, E W Edwards & Son, Rochester, N Y. Wallick.
- W G Collings, l, Burgess-Nash Co, Omaha. 200 Fifth ave.
- H L Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 43 Leonard.
- H T Bosch, t, Weinstock, Lubin & Co, Sacramento, Cal. 220 Fifth ave.
- M Lawler, s, Rothschild & Co, Chicago. 470 Fourth ave.
- H E Anderson, c, g, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
- F J Smith, c, g, hf, Gilchrist Co, Boston. 200 Fifth ave.
- J R Weymouth, hf, Miller Bros Co, Chattanooga, Tenn. 1150 Broadway.
- E E Saul, hf, J M Dean Co, Providence, R I. Latham.
- H Pund, hf, W R Moore D G Co, Memphis, Tenn. 258 Church st.
- R Illsley c, t, Barnard, Sumner & Putnam Co, Worcester, Mass. 404 Fourth ave.
- H Darmstadter, s, R Rosenblatt, t, N Snellenburg & Co, Philadelphia. 1261 Broadway.
- L C Scott, t, Campbell's, Pittsburgh. 6 West 32d.
- P Kohn, hf, Dayton, O. Commodore.
- W H Bell, hf, c, g, Bristol, R I. Park ave.
- C H Lang, c, g, Kinney & Levan Co, Cleveland. Pennsylvania.
- C Hass, c, D Gradwohl, t, R Weill & Co, San Francisco. 15 East 16th.
- F A Montei, hf, t, G Fox & Co, Hartford, Conn. 141 Madison ave.
- J Hertzberg, hf, s, S Kann, Sons & Co, Washington, D C. 432 Fourth ave.

A GOOD salesman counts his success not alone by the total of his sales checks, but by the number of customers he has turned into friends.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



ONE of the genuine novelties of the season is the new line of all-steel lamps recently brought out by the Pittsburgh Lamp, Brass and Glass Co., and just placed on display by Manager Charles Kraft at the concern's New York salesroom, 35 West Twenty-third street. They are light in weight, and, naturally, extremely durable. They are shown in both floor and table lamps in six different designs and finishes, the latter including mahogany, mahogany and gold, ivory, royal blue, and royal blue and gold, and are already proving a big success. A line of shades, each particularly adapted to the style of lamp on which it is shown, is also a feature of the display.

Edward Miller & Co. are constantly adding to their line of lamps at 68-70 Park Place. There is apparently no limit to the creative ability of the concern's designers, for there are more new finishes and odd styles shown right now than are ordinarily displayed in a line in two or three seasons. The time taken to see the display will be very profitably employed.

The comprehensiveness of the line of lamps manufactured by the Taiyo Trading Co., 101 Fifth avenue, is such that it is impossible to display every number in the limited space at the concern's disposal; but to overcome this, H. Ichikawa, who is in charge of the department, has evolved a way to make the complete line available to the buyer, both at the salesroom here and in Chicago. Every lamp and shade not on exhibit is shown in a large book of excellent hand-colored photographs which accurately reproduce the originals.

Mogi, Momonoi & Co., 105 East Sixteenth street, offer so many surprises in their lamp department that it is difficult to know just where to begin to describe them. Among their latest importations from Japan is a new effect in a finely-woven bamboo floor lamp. A decidedly unusual-shaped shade, also of bamboo prettily lined with silk and trimmed with tassels and ornaments, adds to the oddity of the lamp. Many others equally

quaint and attractive make their display one of the most interesting in the market.

Few lines of illuminating glassware offer such a diversity of design and wide price range as that manufactured by Gillinder & Sons. Manager Paul Zoellner has recently placed on view a number of new items at the New York office, 19 Madison avenue, that add



materially to the attractiveness of the display. Beginning with popular-priced goods, there is a large selection in every style, from the largest-size semi-indirect bowl to shower shades, and in all are new ideas in hand-painted, cut, etched and frosted effects on shapes that correspond in originality with the decorative treatments. Each grade up to the highest-priced contains a profusion of clever designs and styles.

Readjustment of affairs to place the concern on a more solid basis, now in progress as the result of a recent petition in bankruptcy, has evidently not interfered in the slightest with the activity of the Robichek Co., Inc., 479 First avenue, corner of Twenty-eighth street, who are showing so many new things these days that it is difficult to keep track of them—which is a good reason why buyers who want to keep up to date on what is new in the market should make frequent trips to the salesroom. The concern has established a reputation for doing things just a little bit different from the average manufacturer. Its artists, who are responsible for the striking designs turned out by the factory, were educated in the leading art centers of Europe and have

been trained to originate; hence the distinctive quality of the line. The shade department is also growing by leaps and bounds, turning out shades that match or are particularly suited to each style of lamp made by the concern.

Edward J. Burdett, who will be established in the Fifth Avenue Building as a manufacturers' agent about May 1, has completed arrangements to represent, among other lines, that of the Imperial Art Glass and Lamp Works.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 3, 1919

LIVERPOOL

Str. Royal George, March 28.

| | | |
|----|---------------------------|------------------|
| 14 | packages earthenware..... | Meakin & Ridgway |
| 15 | " "..... | E Boote |
| 25 | " "..... | W S Pitcairn |

Str. Orduna, March 31.

| | | |
|----|---------------------------|-----------------------|
| 37 | packages earthenware..... | Maddock & Miller |
| 4 | " "..... | Davis Collamore & Co |
| 42 | " "..... | W S Pitcairn |
| 22 | " "..... | G F Bassett & Co |
| 2 | " "..... | Gilman Collamore & Co |
| 4 | " "..... | L A Consmitter |
| 1 | " "..... | Butler Bros |
| 10 | " "..... | A J Fondeville & Co |
| 2 | " "..... | E Boote |
| 6 | " lamps..... | J Davison |
| 2 | " chinaware..... | American Shipping Co |
| 30 | " rough flint glass.... | L Bache & Co |
| 2 | " glassware..... | American Shipping Co |

Str. Cedric, March 31.

| | | |
|----|---------------------------|------------------------|
| 11 | packages earthenware..... | Guaranty Trust Co |
| 2 | " "..... | Maddock & Miller |
| 6 | " "..... | G W Sheldon & Co |
| 3 | " "..... | H C Edmiston |
| 10 | " "..... | Rowland & Marsellus Co |
| 24 | " "..... | G F Bassett & Co |
| 1 | " "..... | Alpers & Mott |

LONDON

Str. Minnekahda, March 31.

| | | |
|---|------------------------|-------------|
| 1 | package chinaware..... | J Wanamaker |
| 1 | " "..... | J Aron & Co |
| 1 | " glassware.... | J Wanamaker |

FOWEY

Str. Toyama Maru, March 31.

| | | |
|-----|---------------------------|---------------------|
| 142 | packages china clay | Moore & Munger |
| 730 | " "..... | J W Higman Co |
| 120 | " "..... | J B Moors & Co |
| 299 | " "..... | Morey & Co |
| 196 | " "..... | J Richardson Co |
| 671 | " "..... | Baring Bros & Co |
| 261 | " "..... | Hammill & Gillespie |

HAVRE

Str. La Touraine, March 29.

| | | |
|---|-------------------------|---------------------|
| 3 | packages chinaware..... | C Dadds |
| 1 | " toys..... | A Murphy & Co |
| 1 | " "..... | Perry Ryer & Co |
| 2 | " "..... | Lord & Taylor |
| 1 | " lamps..... | F B Vandegrift & Co |

Str. La Lorraine, March 31.

| | | |
|---|-------------------|-------------------|
| 1 | package toys..... | A Murphy & Co |
| 7 | " "..... | H L Righter |
| 3 | " lamps..... | Guaranty Trust Co |
| 1 | " glassware..... | Snows Ltd |

OBITUARY.

N. S. GOLDFARB, crockery and glass dealer, East New York, died March 24, aged fifty-one. He had been in the business there for many years, during fifteen of which he had occupied one store. He was well known in the trade and highly respected for his straight business habits. His funeral was one of the largest ever held in his neighborhood, attesting the regard in which he was held by his neighbors. He leaves a widow, one daughter and two sons.

TO CLOSE AT ONE O'CLOCK ON SATURDAYS.

THE employees of L. Barth & Son are rejoicing at the recent decision of Mr. Barth to close the year around at one o'clock on Saturdays, instead of three o'clock, as has long been the custom. They are very appreciative of Mr. Barth's consideration, and loud in praise of his action.

Statement for April 1, 1919, of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912.

State of New York, } ss
County of New York. }

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Geo. Whittemore, who, having been duly sworn according to law, deposes and says that he is the editor of the CROCKERY AND GLASS JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publishers, editor, managing editor and business managers are:

Publishers, Whittemore & Jaques; editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques, all of 92 West Broadway, N. Y. City.

2. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City.

3. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities, none.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

GEO. WHITTEMORE.

Sworn to and subscribed before me this
26th day of March, 1919.

THOS. H. MCGOLDRICK, Notary Public,
New York County.

(My commission expires March 30, 1920.)

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS.

THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

FORMULA FOR MAKING BISQUE.

TORONTO, CANADA, March 27, 1919.
Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: This is the time in the history of your country when manufacturers are straining every effort to keep the wheels of industry revolving; and in order to do so many lines of goods not heretofore produced in America should be manufactured. In this connection the manufacture of bisque, which has been an important industry in Germany, should receive more than ordinary attention, as large quantities were annually imported from Germany in pre-war days, and unless manufacturers are alive to the situation the Germans will again control this important industry. We should therefore exercise our powers to stimulate production along lines calculated to preserve for America the markets of this country, and as your journal covers a wide field I am sending a formula for the manufacture of bisque that has been in use by a large manufacturer overseas many years. The publication of same may enable some of your readers to branch out in this direction, and also furnish employment for some of our boys who are now returning from the scenes of conflict.

50 lbs. china clay or kaolin, white or ivory
 (better white), free of iron.
 30 lbs. feldspar (200 mesh), free of iron.
 10 lbs. pure ball clay.
 10 lbs. flint, 200 mesh.
 1 teaspoonful of salt to every 100 lbs.

This formula will give good results at 2,400 to 2,500 degrees Fahrenheit.

Yours very truly,
 CERAMICUS.

DEVELOPING EXPORT TRADE.

THE Webb bill, permitting combinations of capital for the purpose of developing export trade, became a law several months ago, but, so far as we know, glass manufacturers have not as yet seriously considered the matter of taking advantage of its stipulations, notwithstanding that there is the best of reasons for believing that the time is not far distant when the domestic market will not be adequate to the output of our factories, says the "National Glass Budget." In every branch of the industry mechanical means have been introduced tending to greatly-enlarged output, and that there are more than a plenty of factories in every department of the trade to supply domestic requirements, and a substantial amount in addition thereto, is a fact well known to everybody engaged in or identified with the business.

Steel manufacturers have formed an export association and arrangements have been concluded to begin active business. The example they have set should be taken cognizance of by the glass trade, the various divisions of which could make a better showing if those interested were to join hands and in an energetic and intelligent manner push the sale of their surplus products in foreign markets. This they must do if condi-

tions similar to those which existed prior to the war are to be side-stepped.

During the past three years foreign buyers have of necessity been compelled to toss into the lap of the American industry orders aggregating in value at least \$10,000,000 annually over normal exports. With European factories active, there are poorer prospects of retaining any part of this business unless a special effort is made; and the sensible way to go about it would be for manufacturers to pool their interests, as they are now permitted under the law to do, and claim their share of the world's markets.

American banking facilities are such as to enable us to carry on a heavy international business, four years of war financing having built up international banking machinery capable of handling world trade. More than that, our bankers are evidencing a most progressive spirit, and their facilities are at the disposal of all who have a credit standing at home. Amply capitalized, and with numerous correspondents throughout the world, they are prepared to supply manufacturers with reliable information regarding trade conditions in foreign countries and to aid them in obtaining satisfactory foreign representatives.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—By an agency in New York, a competent assistant who is a stenographer and typewriter, to take charge of the office in the absence of the proprietor. Good salary, with prospects. Communications confidential. Address A 209, this office.

GLASSWARE SALESMEN.—Permanent resident salesmen, one for New England and one for Florida, to handle as a side line "No-nik" patented table and soft drink glassware. Commission basis. Submit references with application. THE DICKER CORPORATION, Times Building, New York City.

WANTED—Salesmen to sell vitrified hotel china as a side line on commission basis. Address STERLING CHINA Co., East Liverpool, O.

SITUATIONS WANTED.

SALESMAN who has sold cut glass throughout the United States for twelve years desires to make a change. Address A 210, this office.

CAN you use young married hustler? Been in housefurnishing game all my life, both sides of the counter. Extensive road experience, including metropolitan district. Entirely familiar with all branches of the trade. Open for immediate engagement. Address X. Y. Z., this office.

FOR RENT.

SPLENDID OPPORTUNITY for a housefurnishing store. Only one housefurnishing store, drawing from a population of 30,000. This store to rent is well adapted for the business, and is in the best location in Somerville, N. J. (next to F. W. Woolworth & Co.). Inducements will be offered to the right party. Address F. G. THOMAS, Somerville, N. J.

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 10, 1919.

WHOLESALE AND MANUFACTURERS CONFER.

Merchants From All Over the Country in Attendance at Chicago, Seeking Information as to the Possibility of Lower Prices.

MEMBERS of the Wholesale Crockery and Glass Dealers' Association, or jobbers, as they are more popularly known, met last week at the Blackstone Hotel, Chicago, for the purpose of discussing general conditions in the trade with a few representative potters, who attended the meeting as guests. About thirty-five jobbers, coming from nearly all the important cities of the country, were in attendance.

The jobbers are somewhat nonplussed because of the high dinnerware prices, and it was desired to secure some first-hand information from the manufacturers as to the opportunities for lower prices in the near future.

The manufacturers were first asked to throw some light on the raw material situation, and they willingly undertook this task.

According to their statements, raw materials used in the manufacture of pottery have not come down to any extent, and there is little prospect that they will come down. High costs of handling, high freight, and high wages are all contributing causes to the high prices of materials, said the potters. It seems that a high price level has been reached, and that it will be maintained. Several of the potters said that they were willing to lower their prices as soon as their own costs came down.

One manufacturer inquired as to whether or not the high prices on domestic dinnerware were interfering with the distribution through the jobbers. The re-

plies given to this question varied, but it was the general opinion that prices are a little too stiff to insure the maximum distribution.

There was some discussion among the jobbers because of the lower prices which have been quoted in the catalogue of a certain mail order house. The catalogue is said to have contained prices on dinnerware made by four of the leading manufacturers of the country which were much below those at which the jobbers are able to sell the ware. The jobbers are said to have been overwhelmed with curiosity as to how the manufacturers could figure out such low prices for the mail order house, and it was freely remarked that the high cost of production did not seem to apply except when the manufacturers were figuring prices for the jobbers.

The manufacturers, it is understood, did not attempt much in the way of explanation on this point, but chose rather to let the jobbers figure the thing out for themselves. The jobbers are said to have come away from the meeting still figuring.

Charles S. Dennis, chairman of the jobbers' organization, was rather taciturn when asked for a statement following the conclusion of the meeting.

"We met to discuss general conditions in the trade," said Mr. Dennis, "and in this we were successful. The jobbers were anxious to know how soon price reductions might be expected; and to get an accurate idea on the true situation we listened to the manufacturers, who went into the cost of materials, labor, etc.,

on which the present prices are based. I cannot say that the outlook is for lower prices in the immediate future. The manufacturers say that their costs are not coming down, and that it is impossible for them to think of lower prices until some reduction along this line has been made."

Mr. Dennis promised a formal statement on the subject for the CROCKERY AND GLASS JOURNAL a little later in the week.

Among those who attended the meeting were George C. Thompson, of the C. C. Thompson Pottery Co.; W. G. Jackson and William Smith, of Taylor, Smith & Taylor; W. E. Wells, of the Homer Laughlin Co.; John MacDonald and Jos. Davis, of the Knowles, Taylor & Knowles Pottery Co., East Liverpool, O.; D. E. McNicol, of the D. E. McNicol Pottery, Clarksburg, W. Va.; E. L. Henderson, of the Carrollton (O.) Pottery Co.; Charles Shoup, of the Regnier & Shoup Mercantile Co., St. Joseph, Mo.; B. O. Chapman, of Merrill, Greer & Chapman, St. Paul, Minn.; Robert Goodwin, of the Memphis (Tenn.) Queensware Co.; Sidney Eichenhauser, of Eichenhauser & Co., Evansville, Ind.; Guy Robinson, of Kinney & Levan, Cleveland, O.; Frank Krenning, of the Krenning Glass Co., St. Louis, Mo.; W. L. Percy, of Dobbs, Wey & Co., Atlanta, Ga.; C. H. Becker, of the Becker-Hazelton Co., Dubuque, Ia.; John Wendt, of the Crown Pottery Co., Evansville, Ind., and Zach Irwin, of the Edwin M. Knowles China East Liverpool, O.

AT CHICAGO.

THE general condition of the crockery and glass trade has been good during the past week. Buyers are visiting the local market in fair numbers, and while the orders are still running smaller than the salesmen would like to see, nevertheless, in the aggregate, a considerable volume of business is being transacted. The demand is for staple articles and also for novelties of the sort which attract attention when displayed in the store. The public seems to be hungry for novelties after two years of limited production and rigid adherence to the essential items.

C. E. R. Roehling, of Pitkin & Brooks, has returned to the city after an Eastern business trip.

The dinnerware business promises to be big this spring, but there is some criticism of the potters for not bringing out more new designs. When a good pattern hits the town it is snapped up promptly by some big concern, much to the disappointment of the others. The bulk of the demand for domestic dinnerware is not for the cheapest product, but for the good ware of

medium quality. The people are willing to pay the price to get what they want, and according to the department managers on State street it is surprising the number of ordinary people who go in for high-priced dinnerware sets.

Both cut and pressed glassware are meeting with good sale in the stores. When the former is properly pushed it sells well, and at present the stores are running special sales, using it as a feature.

J. E. Boring, Western manager for the Crooksville China Co., has returned from a business trip through Wisconsin and Minnesota.

Henry Knoblock, of the Potters' Co-operative Co., was in the city on business during the week.

Howard Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., was among the visitors in the city during the week.

G. C. Watkins, vice-president of the Ira A. Jones Co., has returned from a trip on the road.

Among the visitors in the city last week was Henry Berliner, buying goods for Gimbel Bros., Milwaukee.

Jack Patterson, representing D. E. McNicol & Co., of Clarksburg, W. Va., has left the Palmer House, after a successful stay there with his samples.

F. W. WOOLWORTH DIES SUDDENLY.

ON Tuesday of this week, Frank Winfield Woolworth died suddenly at his country home at Glen Cove, L. I. He would have been sixty-seven had he lived until Sunday. He was born on a farm at Rodman, Jefferson County, N. Y. When he was seven years old his parents moved to Great Bend, a few miles away, where he worked on the farm until he was twenty-one. After two terms in a business college he took a position in a dry goods store at Watertown, working a few months without pay. He was finally given a salary of \$10 a week, but proved so poor a salesman that his pay was reduced to \$8. His failure worried him so that he had an attack of nervous prostration, and went back to the farm and stayed there for a year. In 1877 he was again in Watertown at \$10 a week, and in a year saved \$50. He then conceived the idea of a five and ten cent store at Utica, N. Y.

Contrary to the popular belief, Mr. Woolworth was not the originator of that kind of business. Just before that F. W. Kirby had started a similar enterprise at

Wilkes-Barre, Pa. Meanwhile S. S. Kresge, a stationer across the street from Kirby, put in a line of five and ten cent goods, and the business of both grew rapidly.

Mr. Woolworth's first two ventures were not successful, but he finally got a foothold and began to grow, soon spreading out and opening stores in different cities.

Eventually the different firms consolidated, and the corporation kept on expanding until it has now over 1,000 stores in this country and Canada, doing a business of over \$100,000,000 a year.

The Woolworth stores have from the very first been large patrons of the crockery and glass trade. It is said that they have purchased as much as \$6,000,000 worth of these goods, imported and domestic, in a single year. The writer knows of one domestic pottery alone whose orders amounted to \$1,250,000 a year. One of the secrets of the concern's wonderful success is the fact that it has always paid spot cash.

Frank W. Woolworth's monument is that massive, up-reaching, cathedral-like and majestic building with which Cass Gilbert has enriched New York. In it the commercial life of Manhattan has found its apotheosis. It stretches up, imperturbably august, a conquest of architecture. There is nothing to compare with it in all the world.

At the time of Mr. Woolworth's death his wife was ill in their city home on Fifth avenue, but at his side were his two daughters and his brother, C. S. Woolworth, of Scranton, Pa. The funeral was on Thursday.

BOSTON BUSINESS NOTES.

THE friends of F. J. Chase, of Chase & Francis, will be glad to learn that his long illness has taken a decided turn for the better. He no longer suffers pain, and is able to sleep the night through. It is hoped that he will soon be back at his office.

Bab's walking doll, the product of a Philadelphia factory, has been introduced in the Boston market and is attracting attention not only from the buying public, but from those interested in the development of the toy manufacturing industry in this country. It is evident that in the making of automatic toys American manufacturers have nothing to fear from their competitors abroad.

The increasing adoption of colonial styles in architecture has been followed by quite a demand for bronze sundials mounted on concrete standards.

J. L. Clark, widely known to the trade in New England, has resigned from the P. H. Vose Co., Ban-

gor, Me., after thirty years of service with the house, and is succeeded by W. R. McEvoy, who has recently returned from service in France. Before answering the call to the colors Mr. McEvoy was with the Jordan-Marsh Co. and the W. & A. Bacon Co., Boston.

Boston merchants are raising a fund of \$25,000 for the decoration of Washington street during the Liberty Loan campaign and the parade of the Twenty-sixth Division, which will occur on April 25. The plan calls for the erection of sixty monumental arches, to be linked together by loops of laurel. The china and glass trade will be represented in the parade by a number of its members who have been discharged from the service.

OBITUARY.

WM. H. BROADBENT died in Providence, R. I., March 23, aged seventy-five. He was a Civil War veteran, and had been in the crockery and house-furnishing business at Pawtucket for thirty years. He was born in England, coming to this country with his parents when three years old.

Isaac W. Gilman, for many years a salesman for Higgins & Seiter, died Sunday at his home, in Flushing, L. I., aged sixty-five.

TO MODEL CITIES IN CLAY.

GERMANY loses another industry, and Worcester, Mass., gains one, according to plans made and set in motion by a concern in that city which has been organized to manufacture toys from composition formed in molds. It expects to branch out and model miniature copies of the most important cities of the United States for school work.

The idea is something absolutely new in this country and is one that was managed at great profit for many years in Germany. Concerns in Leipsic and Munich had a sort of international monopoly on modeling tiny copies of the world's principal cities and selling them to educational establishments everywhere. It is now believed in many places that the Germans had the idea of modeling cities at first, not so much for the sake of selling the miniature communities as to give them exact copies of public buildings, so they could the better shell them.

The process has come into the hands of the Worcester men, and models of big cities and those of the ruined zones in Europe will be sent out.

The concern is now at work modeling a full set of

most of the important downtown skyscrapers in New York, showing the Woolworth, World, Singer and Colonial Trust buildings, the big hotels, the Grand Central terminal, Pennsylvania railroad station, public library, Grant's tomb and scores of other well-known sites. Seattle models show the highest building on the Pacific coast, the L. C. Smith block, forty-three stories high, with tower; the Alaska building, and the mammoth tidewater terminal of the Grand Trunk Pacific railroad. Washington models include the Monument, and Boston models include Bunker Hill and the State House.

The process of designing and modeling each building is expensive, but the material used in making the tiny buildings is not high in cost. It looks like plaster of paris or stucco. It is a secret process that allows modeling faster than most kinds of clay, and once cast it is almost unbreakable. A special process is used in finishing the material which imparts a glaze or lustre to the outside and makes it resemble chinaware more than terra cotta or modeling clay. The work of finishing the miniatures to make them resemble accurately the buildings they represent is one of the finest details of the work and is done by a process that allows the small models to be colored as fast as wanted.

The new industry will be extended to include a general study for school children of the ruined cities of Europe, and every noted building will be modeled in miniature to give students an idea of how they looked before the Boche shells tore them to pieces.

GROWING FAST.

IF the membership list of the Pottery, Glass and Brass Salesmen's Association continues to increase at the rate it has since the first of the year (fifty-eight members being added since January 1) a record will be established for 1919 that will be difficult to surpass. The following were admitted at a meeting of the Board of Management held on Thursday, April 3:

F. R. Dixon, Jr., Baltimore.
 Ira W. Leon, with J. J. Hines, New York.
 Paul Chamberlin, of "The Old Bee Hive," Burlington, Vt.
 Lee Adam Gimbel, of Gimbel Bros., New York.
 Joseph G. Coffay, Baltimore.
 John F. Green, with Hodgins Co., Buffalo.
 Paul Sexton Hardy and Norman Hardy, of the Hardy & Hayes Co., Pittsburgh.
 Charles Conant, with Porteous, Mitchell & Braun Co., Portland, Me.
 J. Harry O'Brien, with Cincinnati Galvanizing Co., Indianapolis.

The final report of the banquet committee showed a surplus of \$10.85 after all bills had been paid.

A special meeting of the Board of Management is

called for Friday morning, April 11, at the office of the Secretary of the Association, for the purpose of determining whether or not an outing shall be held.

DO YOU WISH TO SELL GOODS ABROAD?

THE British Government and British merchants are making elaborate preparations for after-the-war trade, and according to Dr. Edwin Ewing Pratt, former Chief of the Bureau of Foreign and Domestic Commerce, Germany is making careful and detail preparations looking to the exportation of her products. Mr. Pratt says that the United States is not doing as much as Great Britain, or even Germany, and in this connection urges the need of the Government and individual exporters making immediate preparations for international business.

"The return of peace means the return of full competition for foreign trade. It means the present passing of a condition which threw a great deal of foreign trade into our hands.

"Government, except in negligible cases, is not going to sell any American goods in foreign markets. Opportunity is not going to sell them. Flattering speeches at public dinners in the United States are not going to sell them. Nothing is going to sell them, finally, except thorough organization, individual effort, and—especially—competent, energetic salesmen on the spot," says the "Saturday Evening Post." "For though you have every other factor, such as the capital, the goods, earnest government support, unless you have the salesman on the spot you are relying on a chain with a defective link. By and large, it is the salesman who finally books the order.

"We now have the Webb law, which permits combinations of manufacturers for export trade, and that is very important. But a law merely permits. It makes no sales. We have opportunity in abundance, but it will not work automatically. Nothing will serve, finally, except the strenuous effort of individual concerns which are in a position to sell goods abroad.

"Our weakest point at present undoubtedly is personnel. Personnel cannot be improvised. It requires careful selection and training and experience that take time. Broadly speaking, we have not got it because with certain big exceptions we have been rather content to take the foreign trade that we could get easiest—that more or less came of itself.

"A great number of American manufacturers ought to be keenly interested in this. They ought now to be moving vigorously to form their associations and connections—to see to it that their particular goods are going to get adequate representation to foreign buyers."

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

This entire pottery district, which includes Wellsville and Chester, and Newell, W. Va., took a holiday April 3 when the city welcomed the return from France of its machine gun company. Not a wheel turned in any plant. The veterans arrived here on the 8:10 a.m. train from Pittsburgh, paraded in the afternoon, and left for Camp Sherman, where they were to be discharged, on the 6:27 train west the same evening.

J. T. Smith, president of the Smith-Phillips China Co., has returned from a six weeks' vacation in Florida.

Cecil E. Taylor, Eastern salesman for the Taylor, Smith & Taylor Pottery Co., spent last week at the factory—his first visit here since January.

Pottery manufacturers always welcome suggestions from buyers where ideas are presented for items that have a general utility value and where quantity production is possible. A number of good specialties have thus been developed, to the mutual advantage of buyer and manufacturer. During the war many items were eliminated from the lists at the suggestion of the War Trade Board, and very few have so far been re-established. Some factory managers are opposed to making them again, and therefore the time is opportune for the development of new things.

The general offices of the D. E. McNicol Pottery Co. are being rebuilt, doubling the floor space.

George Fowler, of the E. M. Knowles China Co. sales force, has returned from an extended Eastern trip.

Generally speaking, pottery manufacturers are more than pleased with the steady demand for dinnerware. Dozens of buyers have visited the district of late to

place specifications, mail orders have been very numerous, and the salesmen have also done an excellent business. Through all these channels the manufacturers are assured that plants will be operated actively throughout the season.

William C. Lynch, of the Taylor, Smith & Taylor Pottery Co., has started to line up his forces for the Victory Loan campaign in Hancock county.

Work is progressing at the plant of the Chelsea China Co., New Cumberland, W. Va., getting it in shape to operate as a vitreous china pottery. New machinery has been ordered, and many improvements to the property have already been completed. It is possible the pottery will start operations within the next two months.

Stocks of white ware in local warehouses are not extensive. The demand of late has been such that merchandise is rushed through to shipping and decorating departments practically from the kilns, and with the increased production there is a decided improvement in shipments.

Pottery manufacturers outside of this district continue to advertise in local newspapers for certain lines of skilled help, but without much success, for those who are satisfactorily located here are loath to leave the city.

The hesitancy manifested by buyers in placing orders, owing to a belief that prevailed pretty generally among them that prices would take a drop, has apparently disappeared from their minds—temporarily, at least—and they are coming forward with their orders at prevailing prices.

The improvement in the dinnerware turned out by domestic manufacturers has found a ready response from the consumer. "Many people who would not have dreamed of purchasing American dinnerware be-

fore are now buying and showing increasing interest in the home product," says one well-informed retailer.

MORE LAND FOR MACY'S.

R. H. MACY & CO. have purchased from M. G. Wheeler the four-story building at 153 West Thirty-fourth street, and from Frederick Hussey the five-story building at 150 West Thirty-fifth. The properties adjoin the four parcels acquired three years ago by R. H. Macy & Co., and increase their additional frontage on Thirty-fourth street to sixty-nine feet, and to seventy-five feet on Thirty-fifth street.

These properties adjoin their ten-story department store, and it is understood that ultimately the adjoining six lots will be reimproved with a structure similar to the main building on Broadway from Thirty-fourth to Thirty-fifth street.

THE CONDITION OF BUSINESS.

The pre-Easter lull is plainly evident.
New York Business in the warerooms is very quiet.

Only a few out-of-town visitors have appeared, and as a rule their purchases were small, and mainly for goods for immediate delivery. Late comers are not usually large buyers on import. Mail orders, however, have been very good for repeats and matchings. The men on the road have been doing well right along, but for the past few days have not found business as good as it was. There is still a scarcity of goods, and probably will be all summer, but by fall this condition will undoubtedly be remedied.

The country looks to the domestic potters for dinnerware, and from this source the main supply must come. They are now in a better position to meet the demand than they have been for years. They are getting an adequate amount of raw materials, albeit still paying big prices. As an instance, English china clay, formerly bought at from \$11 to \$13 a ton, is now \$30. But they are getting the clay—which is something. A year ago they were almost down to the last bin. The labor supply is also improving. Workers who entered the service are gradually coming back to their benches, and those who did not go to the front are turning out more and better work. Well, they should. In one branch men who before the war were making \$30 to \$40 a pay are now receiving \$100 to \$125. At such wages it is only fair to their employers that they work faithfully. Unskilled laborers are also getting big remuneration. The few things which have been reduced in price are not used in bulk, and the reduction is of not

enough importance to count in the matter of manufacturing costs.

The outlook for reduced prices on raw materials is not promising, and as the wage scale is fixed until next October one cannot see any possible chance for lower selling prices. Labor is the governing factor, and until the men who dig the materials and those who do the potting agree to take a little less for their services there can be no reduction in the price of the finished product. And they will not work for less while the present Administration backs up the labor unions. In fact, much of the increase in wages is due to the Government. The writer has positive knowledge that a little more than a year ago, when a plant on the Ohio river was taken over, the officials in charge raised the wages of common laborers from \$3.50 a day to \$4 without waiting for a demand. Within twenty minutes the laborers in East Liverpool knew of it, and of course demanded and got the same raise.

Fuel conditions are no longer onerous. While coal and gas are very costly, there is a supply. Last year, owing to lack of fuel and other untoward happenings, the potteries did not average more than sixty per cent of their output, and the Government took half of that. This year the average is from seventy-five to eighty per cent, with practically no Government orders. The prospect, then, is that buyers will get a much larger supply of goods from now on.

One of the many changes the war has brought about is the increased trade done by the jobbers. They were early in the market for large quantities of goods, and got them. The result was that retailers, not being able to get wares from manufacturers or importers, turned to them, perforce. Owing to their foresight these houses are and have been doing a big business, and probably at a good profit.

Pittsburgh and Vicinity

Very little improvement is reported in the glass trade. The demand for staples is still slow, although orders for special lines show an increase.

Buyers seem to be holding off placing specifications for the former, on the belief that there will be a reaction in the market. But there is reason for believing that selling lists will be firm for many months to come, as it is not possible at this time to make any change in the wage list.

East Liverpool and Vicinity

Business with pottery manufacturers continues active. Demand is good for all lines of ware, both decorated and plain white. Some improvement is also noted of late in the demand for hotel

ware, which has been inactive for some time. Specialties are also moving nicely. There is unusual business activity in the Southern territory, and orders from that section are excellent. The West is also coming forward with increased demand. Production shows an increase, and shipping facilities are now nearly normal, very little delay being noted on deliveries of finished products.

AFFAIRS OF ROBICHEK & CO.

A MEETING of the creditors of Robichek & Co. is called for April 11 in the U. S. District Court before Judge Hand at the Court House in the Post Office Building at 10:30 a.m. to show cause why an order should not be made permitting the sale of the assets and effects of the alleged bankrupt to Charles Ganz, who promises to pay to the creditors 30 per cent of their claims—10 per cent to be paid in cash and 20 per cent in two installments of 10 per cent each to be paid in two and four months, endorsed by Rudolph Robichek and a new corporation formed to take over the business of Robichek & Co. Mr. Ganz has deposited \$3,500 to secure the offer.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- W J Brooks, s, G H Guest, hf, S M Averill, l, Jordan-Marsh Co, Boston. 432 Fourth ave.
- F H Haskins, t,hf, Hill, McLean & Haskins, Binghamton, N Y. Collingwood.
- H Wallenstein, c,g,hf, Weisberger Co, Richmond, Va. 37 West 26th.
- C F Sisson, Jr., c,g, Sisson Bros-Weldon Co, Binghamton, N Y. Commodore.
- J A Armstrong, hf,c,t, Hens-Kelly Co, Buffalo. 1133 Broadway.
- A H Davison, hf, Davison-Nicholson Co, Athens, Ga. 404 Broadway.
- I E Fronani, c,g,hf, J C Nourse, s, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
- F Pollard, hf, Hearn D G Co, Shreveport, La. 1150 Broadway.
- W J Harkness, t, Sibley, Lindsay & Curr Co, Rochester, N Y. 432 Fourth ave.
- M E Davison, s, Palais Royal, Washington, D C. 220 Fifth ave.
- J M Postley, hf, Baltimore Bargain House. 354 Fourth ave.
- W J Huber, t, F & R Lazarus Co, Columbus, O. Herald Square.
- D B H Power, hf, Lynn, Mass. Commodore.
- D W Hancock, c,g, Bluefield (W. Va.) Furniture Co. Pennsylvania.

Miss Dart, t, Wm Filene's Sons Co, Boston. 116 West 32d.

L Dimock, t, R H White Co, Boston. 470 Fourth ave.
F G Brost, c, J N Adam & Co, Buffalo. 2 West 37th.
C H Allen, hf, c, Allen & Bishop, New Haven, Conn. Park ave.

AROUND THE GLASS FACTORIES.

At the meeting of the directors of the Central Glass Works, Wheeling, W. Va., last week it was agreed to increase the capacity of the plant immediately. An active campaign for export business is to be launched at once through the engagement of Charles J. Pratt, who has been the English representative for the Jefferson Glass Co., which formerly manufactured the "Chippendale" line of glassware. Mr. Pratt is expected at the factory from England within a few days. Rebuilding of portions of the factory has been decided upon, and the plant will then have a three-furnace, 36-pot capacity. Employment will be given to from 75 to 100 more people. At this meeting a dividend of three per cent was declared. Central stock is now bid at 132, with no offers of sale.

The gold-band-and-line and enameled decorated blown ware of the United States Glass Co. is in very good request this season. Several new items have lately been added.

Portables and boudoir lamps have been selling actively of late. Buyers have been liberal in placing demands, and department stores have been forwarding repeat orders frequently.

Samuel Frazier and Walter Jones, who have been making their usual Western trips for the "States," are due home Saturday.

The regular quarterly meeting of the Association of Flint and Lime Glass Manufacturers will be held in Wheeling next Tuesday.

Sydney Akehurst, manager of the London office of the United States Glass Co., has arrived here for a conference, and when he returns will take with him a number of new sales plans now being developed. It has been about seven years since he last visited the home office.

The chimney market is rather unsteady just now. There has been a dullness in this line for some months, while the demand for lantern globes has been just the reverse.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.MECHANICAL DEPT.
TEL. 5086 BARCLAY.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, APRIL 10, 1919.

THE Government has spent millions of dollars to make the Ohio river navigable; but, so far as we can learn, the glass manufacturers of Pittsburgh and the potters down the river have done little or nothing towards taking advantage of it. True, a new wharf-boat has been anchored at East Liverpool; but that is not the work of the potters. These manufacturers ought to get together and do something. They can aid boat owners by guaranteeing freights; they can by precept and example induce other river towns to build landing places and promise business. The glass manufacturers and potters sell to the same people, but in all the years we have known them they have never united on a single trade object. Here is a good opportunity. Why not call a convention of the two industries, with the idea of working together on the question of river transportation?

PURCHASES WILL PROVE PATRIOTISM.

THE people are tolerably familiar with the reasons for the necessity of the various Liberty Loans. They know the money went for shells and guns, food and ships to carry it, tanks and airplanes, and all the tremendous expenditures of such a war as the world had never seen before. They know that money, plus the blood of the best young manhood of America, purchased victory in a war which we knew had to be fought to vindicate our principles, our ideals, our right to live free citizens of a free country.

Moreover, they know the war debts have to be paid. There was no thought on the part of any loyal citizen

of quitting before the victory was won. Americans are not quitters. They stay in the game until the end—which means the settling up. The time for settling up has come.

The securities of the forthcoming Victory Loan are worth purchasing—probably they will be better investments than the bonds of prior loans, if only on the points of interest and tax-exemption privileges. But the main point which dictates their purchase is that this is still part of the war duty of each American. The response which oversubscribed every prior Liberty Loan was based on patriotism. Americans are just as patriotic now, and they are going to prove it.

The men who composed the Crockery, Glass and Allied Trades committee working for the last loan have been asked to take up the Victory drive, and will no doubt do so. Louis S. Hinman, who was chairman of that committee, is expected home from Europe early next week.

CONDITIONS IN THE BRASS DISTRICT.

THE manufacture of brass goods centres in Bridgeport, New Haven and Meriden, Connecticut, and the adjacent towns in Massachusetts. When the war broke out these became a great district for the manufacture of munitions, and wages soared. It is estimated that from 80,000 to 100,000 workpeople flocked to these places from all over the country. In Bridgeport alone the population increased from 120,000 to 182,000. Workers deserted the lamp factories in order to obtain the big pay of the munition plants. The lamp manufacturers advanced the wages of their employees in vain. They could not pay as much as the Government offered in the various war industries, and were handicapped for want of men even though the pay was increased until labor became ninety per cent of the product's cost. Notwithstanding this and the fact that copper rose to twenty-six cents a pound, their increase in selling prices was only about twenty-five per cent. When the armistice was signed the operatives in the munition plants were laid off by the thousands. Many left immediately, but others lingered, until on the first of April there were at least 50,000 unemployed people in the district. The lamp factories need competent help, and are willing to pay wages far in advance of pre-war figures, but not the munition scale.

Here is an ugly condition—idle men with jobs awaiting them, but who will not go to work at the wages the manufacturers are able to pay. Endeavors are being made to utilize the munition plants for the manufacture of toys, machinery, tools and many other things, but it is difficult to see how these will provide better-remunerated employment than the brass factories. Distress is bound to follow the present attitude of the workers, and it is to be hoped that the wiser heads

among the old employees will see the desirability of a change of front.

PERSONAL.

WORD has just been received from Washington that Franz O. Friedlaender, who was killed September 29th, 1918, in the battle for the Hindenburg line in France, has been awarded the Distinguished Service Cross. It is recommended by Major-Gen. O'Ryan for courage, determination and devotion to duty in maintaining a continuous fire with his Lewis machine gun on an enemy machine gun nest and forcing the enemy to retreat therefrom, continuing to fire at the retreating Germans until he himself was killed by a machine gun bullet. The decoration will be received by his brother, Lieut. William Friedlaender, with the old 69th Regiment.



Charles Hass, buyer for Raphael Weill & Co., San Francisco, who sailed for France on the Lorraine Saturday, has booked passage for his return voyage on May 24. After arriving in New York he will spend six weeks in the local market buying for the concern's new housefurnishing department to be opened early in September, and which it is planned to make the finest of its kind on the Coast.



R. Bock, in charge of the office for Jas. J. Temple, manager for L. Bernardaud & Co., returned to his duties last week carrying twenty pounds less avoirdupois than when he was taken ill with the influenza three weeks ago.



K. Tezuka recently arrived here from Japan to buy glass of various kinds, and is stopping at 601 West 136th street.



Hugh C. Edmiston has engaged passage for England on the Caronia, sailing on the 15th. When asked how long he would be gone, he said he couldn't tell, as from all accounts it was harder to get back than to go—and that was hard enough. The westbound steamers are booked up for weeks to come.



Col. W. F. Ellisson came home Sunday from a long Western trip with the lines of Geo. F. Bassett & Co. His three months on the road evidently agreed with him. But, then, he says he is always happy when selling goods. Of course he did a big trade. That's what he went out for.



So many men have taken to carrying canes since the war that when Joe J. Synder, of Maddock & Mil-

ler's, was seen coming up the street with one the first thought was that he had joined the swagger crowd. Closer observation, however, showed that he was limping, and really needed it. He had strained the ligaments of his right leg under the knee, and was laid up for nearly a week.



T. T. Fryer, of the Taiyo Trading Co.'s traveling staff, is back at headquarters again after stirring up considerable business for the firm on the road.



Miss Belle Robertson, who conducts a business of her own at Bradford, Pa., arrived in New York on Monday en route to her home after spending a vacation in Florida, and seized the opportunity of placing some orders with local dealers.



George H. Service arrived home on Monday after making a very profitable Western trip as far as Des Moines, Ia., with the Wedgwood line.



On Monday of this week, A. P. Doctor, New York representative of the Central Glass Works, and Mrs. Doctor observed the thirtieth anniversary of their marriage. Dinner at Sherry's, the theatre and supper afterwards demonstrated that they can still keep up with the youngest when it comes to late hours.



G. R. Nakayama arrived home from Atlantic City last Friday after spending several days there calling on the trade in the interest of the Taiyo Trading Co.



Max Hirsch, representative of the Buffalo Mfg. Co., returned on Monday morning from ten days recuperating at Lakewood, N. J., feeling a hundred per cent better than when he left.



E. W. Hammond left on Monday night for a visit to the Knowles, Taylor & Knowles and Economy Tumbler Co.'s plants. It has been a long time since he has made a similar trip—that is, long for him. Last year scarcely a week went by that he did not visit one or other of the factories he represents here.



The lure of the circus proved too great for John George, president and general manager of the Canonsburg Pottery Co., who, accompanied by Henry Benedikt, were seen emerging from a side door at Madison Square Garden after last Friday's performance, evidently to avoid being discovered by any chance passerby in the trade. It is whispered about that desperate efforts were made to adopt an orphan or two for the occasion, but failed; and rather than miss the big show

they brazenly walked right up to the box office and bought their tickets, with nary a small boy or girl to camouflage their visit. The Canonsburg, Pa., papers report Mr. George as spending a very busy day in New York!!



Henry Nerlich, Toronto, Canada, came to New York to bid godspeed to W. S. Pitcairn and E. J. Ridgway on their trips abroad, and incidentally placed a few orders, leaving for home again on Wednesday.



Louis Greeman, specialty salesman for Morimura Bros., started out of the store to make a business call on Tuesday afternoon, but at the door met a customer who delayed him not more than three minutes. And it was well he did so, for otherwise Louis would have missed a telephone call informing him that his son "Teddy," of the Ambulance Service, who has been away for nearly two years, would arrive at the Pennsylvania station in New York at 3:20 p.m. Mr. Greeman forgot all about business for the rest of the day.



E. T. Richardson, of Callaway, Hooch & Francis, Salt Lake City, and the Richardson-Hunt Co., Ogden, Utah, who has been in the market for the past three weeks placing orders, expects to leave for home on Saturday. While here he was joined by his friend, LeRoy J. Leishman, of the last named city, who claims to be the inventor of one of the most marvelous discoveries of the age—a system of sending photographs by wire. The reporter was shown a picture which was said to have been published in a New York paper in the morning, sent to San Francisco by his method, and appeared in an evening paper in that city the same day. If all that is claimed for this invention is correct, Mr. Leishman is destined to make a big name for himself, as there are no limits to the possibilities involved.



J. W. Jenkins, New York manager for Charles Hall & Co., is keeping the rails hot these days. He returned from a trip to Boston and other points in New England on Saturday and left again on Tuesday for a Western trip.



Although Arthur F. Pohlman no longer buys crockery and glass for the Denver Dry Goods Co., he is always chronicled as the china buyer in the daily press on his arrival in town. He came in on Tuesday to buy suits and cloaks. It is hoped that he will find time to visit some of his old friends in the trade.



Theodore Schleuter, of Schleuter & Co., Oakland, Cal., who was in the market making purchases last week, has been seriously ill with influenza since leaving

the city. He was feeling ill when he left here, having to be accompanied to the train by friends, who thought he was only suffering from a cold. He is at the home of his son at Pensacola, Fla., where he stopped off for a visit before continuing his trip home, and at this writing is reported to be slightly better.

TO STANDARDIZE OUTPUT.

AT the convention of the Eastern and Western stone-ware manufacturers held at Zanesville, O., recently, the association went on record as favoring the standardization and uniformity of output and a general plan of advertising. The next meeting will be in Chicago April 16.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 10, 1919

BRISTOL

Str. New York City, April 4.

| | |
|------------------------|----------------------|
| 10 packages china clay | Moore & Munger |
| 220 " " | G Knowles & Son |
| 100 " " | J Richardson Co |
| 50 " " | Miscellaneous Orders |

ROTTERDAM

Str. Poeldyk, April 4.

| | |
|------------------|---------------------|
| 36 packages toys | Strobel & Wilken Co |
| 734 " glassware | L Straus & Sons |

Str. Andyh, April 8.

| | |
|-----------------------|--------------------|
| 86 packages glassware | H Heil Chemical Co |
| 10 " " | W Dorn |
| 4 " " | L Medelsohn Co |
| 3 " earthenware | E Torlotting |
| 900 " toys | B Illfelder & Co |

FOWEY

Str. Tomiura Maru, April 5.

| | |
|-------------------------|----------------|
| 279 packages china clay | J B Moors & Co |
|-------------------------|----------------|

Str. Seifriku Maru, April 7.

| | |
|-------------------------|---------------------|
| 222 packages china clay | Perkins Goodwin Co |
| 577 " " | Moore & Munger |
| 216 " " | J W Higman Co |
| 196 " " | J B Moors & Co |
| 241 " " | Morey & Co |
| 213 " " | Hammill & Gillespie |
| 409 " " | G Knowles & Son |
| 1165 " " | Baring Bros & Co |
| 111 " " | J Richardson & Co |

LIVERPOOL

Str. Caronia, April 8.

| | |
|-------------------------|----------------------|
| 24 packages earthenware | Maddock & Miller |
| 36 " " | Geo B Jones |
| 7 " " | Davis Collamore & Co |
| 18 " " | A J Fondeville & Co |
| 10 " " | Meakin & Ridgway |
| 60 " " | E Boote |
| 72 " " | W S Pitcairn |
| 2 " " | H S Stone |
| 36 " " | Miscellaneous Orders |
| 5 " glassware | American Shipping Co |



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
 Tips to Dealers Looking for Ready
 Sellers.

FROM the W. S. George Pottery Co., H. Benedikt is displaying at his showroom, 7 West Twenty-second street, a line of nursery-rhyme sets that are destined to win instant favor with the "kiddies" as well as with "grown-ups." The various Mother Goose stories are told in a series of well-conceived pictures in bright colorings.

Abe H. Hays, who recently acquired the local representation of the Quaker City Cut Glass Co.'s light cut ware for the New York market, now has the samples all in place. It is a particularly strong line of sixty items, featuring a very tasteful copper wheel cutting combining a continuous floral band and festoon effect.

The Bonita Art Co., whose line is shown in New York by Cox & Lafferty, 1140 Broadway, are certainly doing things these days. Every month brings something new from the concern. Among the very latest additions to the line are several clever conceptions in transparent rose patterns on lemonade, water and grape juice sets, and a very dainty cluster grape design in natural colors especially for the latter. There is also an octagonal-shaped covered salad bowl with a continuous wild flower decoration that is very dainty.

Cutters and decorators particularly should avail themselves of the earliest opportunity of seeing a variety of new items just added to the Duncan & Miller Glass Co.'s exhibit at the salesroom of Paul Joseph, 92 West Broadway. The list includes a number of distinctive articles that lend themselves especially well to cutting and other decorative treatments. The items are of the most salable character, and will prove valuable acquisitions to any line.

One of the most unusual offerings from a domestic glass factory seen in a long time is a reproduction of a line of Old Venetian style stemware by the United States Glass Co. just placed on display by Ed. Craig in the concern's local showroom, Albermarle Building, Twenty-fourth street and Broadway. The quaintness

of shape makes an instant appeal to lovers of the exclusive. The straight flared bowl on a very low foot is different from any of the modern styles, and has proven an excellent seller. The line is in plain crystal, with a coin-gold band and line around the top and foot as the sole decoration. The same shaped bowl is also shown on a long stem with a very beautiful deep plate etching known as the "Classic."

One of the hits of the season is the Art Polychrome line displayed by Koscherak Bros., 129 Fifth avenue, of which they have acquired sole control for the United States and Canada. The faithful reproductions of Old Italian period styles in busts, floor and table lamps electric candlesticks, candle-holders, book-ends, jewel boxes, etc., leave no room for the slightest criticism. They are as artistic as it is possible to make them. Dealers who are not familiar with the line should write for photographs and prices.

Of special interest to buyers at this season of the year is a good line of stoneware shown by H. Benedikt from the Pfaltzgraff Pottery Co. It is of exceptional quality, and surprisingly inexpensive. Among the items are water-coolers, butter jars and crocks of all sizes.

One of the good things to be seen from the Lancaster Glass Co. at the salesroom of Frederick Skelton, the concern's New York representative in the Fifth Avenue Building, is a new hall boy jug which is selling to every buyer who sees it. It is in a very neat Colonial design and has several special features to recommend it. Tumblers may be had to match, thereby making very attractive water and grape-juice sets.

There is a host of good things to be seen at the salesroom of Paul A. Straub & Co., 105 Fifth avenue. In decorated glassware the buyer will find original treatments that get away from styles followed in the majority of decorated lines. The items are particularly

well selected, too, making it a line that invariably finds favor in the retail store. Various specialties in light cut ware are also to be found in the display. Some special values shown are exceedingly attractive.

DEVELOPING THE OPTICAL GLASS INDUSTRY.

OF the many American industries which profited by the emergencies created by the war to reach standards of efficiency never attained, and in many cases hardly attempted before, one of the greatest triumphs was achieved by the optical glass industry. Prior to the war the great majority of the best optical material came from Germany. The supply was quickly cut off, and, when America entered the conflict, the need at once became urgent of furnishing eyes, as it were, to the army and navy, especially in the shape of binoculars, azimuths for range finders, battery commander telescopes, thousands of spyglasses—a different kind of telescope for the navy—and other material requiring clear and far-sighted lenses and the finest accuracy in instrument construction.

The demands were enormous, while the manufacturing facilities were not only unequal to the demand, but for the greater part were of an inferior capacity, and very soon there was a critical shortage of optical glass. In order to meet the situation, the Government created the Optical Glass and Instrument Division of the War Industries Board, and George E. Chatillon, of this city, president of the firm of John Chatillon & Sons, was asked to become chief of that section. Mr. Chatillon finished his duties last month, and his report, recently submitted to the Government Board, reveals a remarkable series of successful accomplishments in which the ablest scientific men of various Government departments and in different parts of the country co-operated.

Mr. Chatillon, in speaking of some phases of the work, said: "We could get none from France, where, although the optical industry has been fairly developed, it was still far from being the equal of the same industry in Germany. England was in very much the same situation as America, and the industry there had to be developed on lines very similar to the work done in this country.

"When the Optical Glass and Instrument Division got to work it first invoked the assistance of the Government Bureau of Standards and the Geophysical Laboratory of the Carnegie Institute. They made many investigations to find the proper materials as to purity and quality. For the proper lens glass it was necessary to have a sufficient supply of sand absolutely free from iron. We were fortunate in finding a large quantity in this country, a great deal of it coming from Pennsylvania. The glass turned out met every test

when subjected to that of the best imported glass. It was at once made in quantities by several factories, including the Bausch-Lomb Co. of Rochester, the Spencer Lens Co. of Buffalo, and the Pittsburgh Glass Co.

"The next problem was grinding the glass. Our best emery for that purpose had hitherto come from Turkey, and that field of supply was closed. Scientific investigation, however, developed a very high grade of an artificial abrasive, generally known as the Naxos emery, and that abrasive has been chiefly used. Prior to its successful use many leading manufacturers were very doubtful as to the ultimate success of this artificial American abrasive, but it has given highly satisfactory results.

"At the time the armistice was signed the American optical industry was getting at its peak load of manufacturing efficiency and had turned out many thousands of instruments for war use which were the equal in every respect of the best imported metal. All of this work was done for war needs, and some modifications will be necessary for peace-time manufacture.

"It can be safely stated that the optical industry of America emerges from the war thoroughly equipped to compete in every way with the best foreign manufacturers upon whom we depended for our finest material before the war. What the future American trade will be in this respect is hard to prophesy at this time. Besides Germany, in the future when that country returns to a normal degree of industrial activity, we have two other strong competitors, France and England. The optical industry in France was more than doubled in capacity and is now more efficient than it ever was. England has also built up its optical industry in a wonderful manner, and it is quite possible that we will eventually find strong competitors in the trade of optical goods from both France and England."

NEW ENGLISH HARD PORCELAIN.

AN interesting feature of the exhibition of contemporary pottery organized by the art section of the British Ceramic Society at Stoke-on-Trent, England, was a collection of examples of the new hard porcelain which has been evolved as a result of the research work conducted by Dr. J. W. Mellor and Mr. Bernard Moore at the Stoke experimental factory. The new china, which is intended to compete with the German and other Continental hard or felspathic porcelains, is an all-British product and is superior in several respects to the Continental varieties. Its appearance and texture approximate more nearly to the old Chinese than to the German porcelain. It is particularly adapted to the use of underglaze colors, some of the blue printed ware being particularly charming; and it is capable of

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS. THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

taking a wide range of enamel or on-glaze colors, in contradistinction to the Continental hard porcelain, from which enamel colors are apt to chip off.

The new hard porcelain, though not rivaling in texture and delicacy the Staffordshire bone china, is more highly vitrified, wears better, and remains clean, even if chipped. It can be made much more cheaply than bone china, and in some classes of goods can be made practically as cheaply as earthenware. The difficulty is in the firing of flats (plates, dishes, etc.), and much more research is necessary before flat ware can be made at anything like the price of earthenware. The new porcelain has not reached the commercial stage as yet, but some fifty manufacturers have obtained the recipes and are experimenting under existing conditions before launching out in the way of special factories and ovens.

WOMEN IN BUSINESS.

NOTHING begets confidence in a business woman quicker than the practice of punctuality, and nothing shakes confidence sooner than the want of this virtue. We all know the girl who is habitually late, writes Mary Caldwell Hamilton in the "Evening Sun." Every one with whom she has to do is constantly thrown into a state of anxiety. She arrives at the office a few minutes behind scheduled time; gets an important letter into the mail just too late to catch a fast train; or sends out a package marked "Rush!" after the last delivery for the day has left. By her unpunctual habits she causes perpetual trouble, not only for herself, but for everybody concerned.

The successful women in every calling have had a keen sense of the value of time, and the girl who would advance in business should make punctuality one of the first requirements of her professional life. Let her not delude herself with the idea that she can delay putting this important requisite into practice until the necessity, in her opinion, becomes more urgent. Rather, let her from the beginning emblazon upon her mind these words, "Do It Now!" for the habit of tardiness once acquired, becomes a pernicious habit, and one not easily eradicated.

Suppose through her negligence she keeps her employer waiting for work she might have done fifteen minutes earlier if she had a true conception of the need of punctuality. To most busy men of affairs time is money, and by robbing him of this time she has done him as great a wrong as if she had stolen from his cash drawer.

In like manner, if the work planned for one hour is made to encroach upon another through her tardiness, and the whole business of the day is thrown into disorder, her employer will be perfectly just in placing the

responsibility upon her shoulders. He will naturally come to the conclusion that if she is careless about time she will be equally careless about business. For that very reason he is not apt to trust her with matters of importance.

Let every business woman, then, make it one of her cardinal virtues never to be behind time, not only from a sense of business courtesy, but from the point of her own conscience. Let her demonstrate to her employer that she can be relied upon—that when she says she will do a certain thing at a certain time she can be depended upon to do it. Such a one will soon find herself becoming a person of consequence, and this very reliability will become a passport to larger and better things.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

CAN you use young married hustler? Been in housefurnishing game all my life, both sides of the counter. Extensive road experience, including metropolitan district. Entirely familiar with all branches of the trade. Open for immediate engagement. Address X. Y. Z., this office.

FOR RENT.

SPLENDID OPPORTUNITY for a housefurnishing store. Only one housefurnishing store, drawing from a population of 30,000. This store to rent is well adapted for the business, and is in the best location in Somerville, N. J. (next to F. W. Woolworth & Co.). Inducements will be offered to the right party. Address F. G. THOMAS, Somerville, N. J.

SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

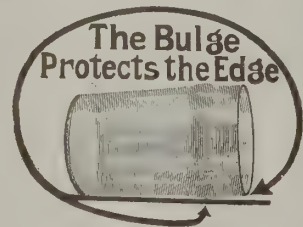
SIDNEY N. SCHARFF & CO.,

Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo.



"A Style for
Every Service."



Special Soft
Drink Styles.

NO-NIK PATENTED TABLE GLASSWARE.

EASTERN DISTRIBUTORS TO JOBBING AND EXPORT TRADE,



Times Building, 42d St. and Broadway, New York City.

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 17, 1919.

CONDITION OF TRADE.

New York Retail trade in this and nearby cities has steadily improved until now all reports indicate a very satisfactory state of affairs which finds reflection in a healthy demand for merchandise from the wholesaler. Buyers have evidently relinquished hope of any decisive drop in prices and have made up their minds that if they do not wish to be left in the lurch for goods they must abandon their dilatory tactics and get in while the getting is good.

The English and French factories will have all they can attend to in filling the orders already booked by the importers. The active demand from stock in the hands of the latter does not allow an opportunity for much dust to gather before the ware is taken, either.

Domestic dinnerware continues to be called for in liberal quantities from the local representatives, who also report considerable interest in short lines and specialties.

Improvement in retail business is also manifesting itself in a more active call for glassware.

Anticipating a greater popularity for soda water and other beverages not coming under the ban of prohibition, the supply houses are placing very generous-sized orders for general lines of ware used at soda fountains, so as to be in readiness to take care of the increased business.

Illuminating glassware is naturally not being taken as liberally as other lines, though it is also showing some signs of improvement with a resumption of building operations, which, however, have not reached great enough proportions as yet to make themselves felt materially in this branch of the business.

Lamps, both metal and decorated wood, are going especially well. Styles that are particularly adaptable for summer home use are very popular, as well as regular lines, which are being bought to replenish depleted stocks in anticipation of June wedding business, which dealers figure should be good this year, with such large numbers of men returning from abroad who had postponed having the knot tied until they were out of the service.

Housefurnishings are sharing in the good business—everything, from ice boxes down to the smallest items, being in request.

East Liverpool and Vicinity

Business with pottery manufacturers continues active. Production is growing greater, and therefore it is possible to make shipments more promptly. Buyers continue to visit the district in reasonable numbers, and some liberal specifications have been placed for quick delivery. Decorated open stock dinnerware is in active requirement, and plain white is also selling well. Specialties for future shipment are in great request, the orders exceeding those of a year ago.

Pittsburgh and Vicinity

The demand for staples is better than it has been for some time, while orders for the higher-priced lines of cut and etched ware continue to hold their own. Lighting glassware continues in moderate demand. Buyers are in the market for merchandise for special sales, and any stocks of this character are being quickly disposed of.

NOW FOR THE VICTORY LOAN.

A MEETING of the Victory Loan Committee of the China, Glass, Lamps, Toys and Housefurnishing Trades was held in the rooms of the Crockery Board of Trade on Wednesday at two o'clock, preliminary to starting the campaign for subscriptions on April 21.

In opening the meeting, Chairman L. S. Hinman spoke very optimistically of what he thought could be accomplished. He compared conditions here with those of the other belligerent countries, two of which he had just visited, and said that if the people here could only half appreciate how vastly better off they were in every respect than these war-racked ones he was sure the response to the appeal for the loan would be most generous.

The main committee, consisting of L. S. Hinman, chairman; Henry Witte, vice-chairman; L. S. Owen, secretary, and Jos. F. O'Gorman, sales director, which directed the campaign for the Fourth Liberty Loan, remains unchanged. The sub-committees will also be the same with the exceptions that E. Jinushi replaces H. K. Tetsuka in the china division; A. H. Mackensie takes the place of E. J. Ridgway, imported earthenware; W. J. McKenna instead of his brother, the late C. T. McKenna, glassware; and A. H. Hays instead of Horace C. Gray, domestic earthenware.

BOSTON BUSINESS NOTES.

THE trade in Boston was greatly hampered this week by the strike of telephone operators. On Tuesday the tie-up was complete, and messengers had to be resorted to in great numbers. Taxis were in constant demand.

New England hotel keepers anticipate one of the busiest summers in years. The fact that the hotels at Southern resorts have had a remarkable volume of business during the winter is one of the factors upon which they base this belief. Another is that seashore cottages are renting well—which, of course, indicates a corresponding demand for hotel accommodations. And the fact that one resort hotel has already booked business

to the extent of \$100,000 still further heightens confidence. All of which, of course, prompts the hotel men to see that they are properly stocked with china and glassware.

W. M. Pingree, representative of the Taiyo Trading Co., says that he finds a steady and gratifying demand for Japanese wares. It was good during the period when the market was suffering because of the embargo on importations, and now that the resumption of importations has made itself felt there has been an increased volume of business, with a most encouraging outlook.

Jacob Mitchell, of the Mitchell, Woodbury Co., is at home after a winter spent in the South.

Walter Hallowell, of the C. P. Sherer Co., Worcester, was among recent visitors.

C. M. Raymond is spending the week in Rhode Island, and F. R. Underhill in western Massachusetts and Connecticut, representing the H. P. & H. F. Hunt Co.

The late R. H. White, who founded the department store which bears his name, left an estate valued at \$1,942,484, according to an inventory filed this week.

Joseph Hymes, manager of The Tavern at Laconia, N. H., who has just died there, was widely known, not only to Boston members of the crockery and glass trade, but to those who came here from other cities. For years he was connected with the restaurant at the Hotel Rossmore and with the Cross & Dearborn restaurant, both of which were largely patronized by men in the trade. Mr. Hymes died suddenly, being overcome while fishing on Lake Winnepesaukee.

BUSINESS BRIEFS.

A meeting of the creditors of Max Kaufman, bankrupt, manufacturer of easels and display fixtures, will be held April 22 at 10:30 a.m. in Room 405, Post Office Building, Brooklyn, N. Y.

Fire, said to be of incendiary origin, caused a loss of approximately \$45,000 to the store and stock of the Atlantic Glass Co., Pittsburgh, early in the morning of April 11. Two arrests were made. The company was well protected by insurance.

Importers having connections with factories within the territory of the new Czechoslovakia republic are advised by Mr. Kopecky, the recently-appointed Consul to this country, who has offices in the Tribune Building, that they may now communicate with their firms.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Manufacturing potters in this locality are very much interested in the report of the volume of gas consumption in the operation of the tunnel kilns in the Zanesville district. Data just received here shows that an average of 58,000 cubic feet are required for firing off a tunnel kiln having a capacity of three bisque kilns. When it is recalled that about 250,000 cubic feet are required for the firing of an ordinary bisque kiln, and only 58,000 feet in a kiln with three times the capacity, the saving in overhead and manufacturing expense is no small item. It is also reported that these kilns are being fired to a 12-cone, which is a harder fire than customary.

Wherever possible, mechanical devices are being installed to supplant human labor. A number of plants have installed the sagger-making machine, among the most recent being the Knowles, Taylor & Knowles Co., Thompson Pottery Co., and the Colonial Co.

Construction of five kilns for the new Illinois China Co., at Lincoln, Ill., will be started next week by local contractors. The concern plans to remove its plant from Roodhouse, Ill., to Lincoln, and will manufacture a line of kitchen and table ware. W. J. Chapman is president of the company, and J. H. Smith secretary.

Within the past week there has been quite an improvement in the demand for hotel ware. Local stocks are not heavy, and many orders are being shipped practically from the kilns. Those concerns which had a lot of ware on hand as a result of active production during war times have cleaned up most of their surplus.

Miss Myrtle McBrier, for the last three years billing clerk in the office of the Knowles, Taylor & Knowles Co., died suddenly last week after a very brief illness.

William C. Lynch, of the Taylor, Smith & Taylor sales force, is completing a trip over Southern terri-

tory. W. G. Jackson, who has been making a trip through the Western section, has returned to the home office.

Edward W. Clinton, of the Smith-Phillips China Co. sales department, is home from a Southern trip.

That local pottery manufacturers are assured of steady operations is shown by the volume of advance orders on file. Business has been accumulating to such an extent that some sales managers say they have enough to last them for at least six months. Another concern reports that its salesmen will do no more traveling this year.

Machinery and kiln constructors here have received inquiries of late from Cuba, where it is said a native concern plans the erection of a pottery plant. General ware is expected to be the product, judging from the character of equipment asked about.

Two more hotel supply houses have started in business—one in Detroit, Mich., and another in Toledo, O. E. W. Morgan, formerly located in Milwaukee, Wis., has opened up in the first-named city, and is now placing initial orders. Julius F. Steger, formerly with the Daudt Crockery and Glass Co., of Toledo, has left that concern and started for himself. He has already placed good business with local manufacturers.

John B. Macdonald, salesmanager for the Knowles, Taylor & Knowles Co., and Joseph C. Davis, with the same concern, are making a Western trip, opening in Chicago.

Among buyers visiting this district were Mr. Rohde, for the Colgate Co., Jersey City, N. J.; J. H. Parker, for the Bachelor Aluminum Co., Louisville, Ky.; Carl Wehrle, for the Columbus (O.) Merchandise Co.; M. K. Lindner, for the Dohrmann Commercial Co., San Francisco.

Harry S. Clark, formerly with Graham & Zenger,

New York importers, who is starting in business for himself, has been spending some time in the district making arrangements to represent domestic accounts.

George C. Thompson, of the Thompson Pottery Co., is making a business trip around the circuit, in the course of which he will visit Chicago, New York, Boston, Philadelphia and Washington.

With improvements completed at the plant of the Sterling China Co., Wellsville, O., the concern plans to increase its line by adding a number of items to its hotel production. Only a limited number have hitherto been produced here.

The Potters' Co-Operative Co., of which H. P. Knoblock is general manager, has insured its employees under the group insurance plan. The company is the first in the domestic pottery field to adopt this procedure. The longer the employee has been in the service of the company, the greater is the amount of the policy issued.

Open stock dinnerware continues in very active request. Repeat orders on business placed during the January visit of buyers to this market are being received in very liberal volume. Salesmen have also done well on their first spring trips, and many new patterns have been placed.

The plants working on yellow and Rockingham ware are going to capacity. Although the number of items made at these potteries was reduced during the war period, no additions have been made, so that the general run of business is on staples, and the demand for these is excellent.

Within five hours after an attempt had been made to blow the safe in the office of the Harker Pottery Co. last Sunday morning an arrest was made and a confession obtained from the thief, who admitted having committed about twenty other robberies. Nothing was taken from the office of the pottery company.

Mark Donaldson, who has been working Eastern territory in the interest of the Homer Laughlin China Co., has returned home.

AFFAIRS OF THE ROBICHEK CO.

AT a hearing in the bankruptcy proceedings of the Robichek Co., manufacturers of lamps, 479 First avenue, held at the Court House in the Post Office Building last Friday, a motion was granted permitting the sale of the assets to Charles Ganz, who has offered to pay creditors thirty cents on the dollar—ten cents cash and twenty cents in notes—on liabilities of \$37,447.

Mr. Ganz is said to be a business man of long and varied experience—which, according to facts brought out at the hearing, is what the concern is sorely in need of. Besides his services, it is understood he will also invest sufficient capital to put the business on a solid foundation. He plans an immediate and thorough reorganization of the concern.

THOMAS G. JONES'S NEW SHOWROOM.

WHEN Thomas G. Jones decided to remove uptown he determined to make his salesroom as fine as any in the trade; and he has certainly succeeded. Suite 202, 203, 204, 206 on the second floor of the Fifth Avenue Building easily ranks with the handsomest. The mahogany and white fixtures are very fine, and a lavish use of mirrors gives a sense of spaciousness that is very effective. A comprehensive showing is made of samples from the McKee Glass Co., the D. C. Jenkins Glass Co., the Belgrade Glass Co., and the Mound City Glass Co., of Lumberport, W. Va., the last named line having just been acquired by Mr. Jones for representation in the New York market.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 17, 1919.

ROTTERDAM

Str. Rotterdam, April 11.

2 packages toys.....Basket Importing Co

GENOA

Str. Duca d'Aosta, April 14.

8 packages glassware.....R H Menocci

SOUTH PACIFIC PORTS

Str. Alliance, April 14.

5 packages chinaware.....Grinnell Bros
1 " ".....G E Spencer

TAMPICO

Str. Monterey, April 14.

12 packages lamps.....Southern Export Co

LIVERPOOL

Str. Lapland, April 14.

38 packages earthenware.....Maddock & Miller
9 " ".....T S Todd & Co
1 " ".....W H Plummer & Co
15 " ".....A J Fonderville & Co
12 " ".....Rowland & Marsellus Co
1 " chinaware.....Tiffany & Co
3 " toys.....Geo Borgfeldt & Co

HAVRE

Str. Rochambeau, April 15.

2 packages toys.....A Murphy & Co
1 " ".....Riger, Perry & Co
1 " ".....A Roberts
4 " ".....Selchow & Richter
6 " glassware.....Snows Ltd
3 " ".....S Frederic

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

One of the largest buyers of glassware in the United States has issued the following statement concerning the future of the market: "How far prices will sink is a matter of guesswork. My guess is that when the process is completed—which will probably be many months hence—they will not have fallen anywhere near to the before-the-war level. The world must adjust itself to a new price level somewhere between that of 1914 and 1918. Broadly speaking, the decline will in the long run probably affect every class of goods; but it will by no means be constant. I don't look for a slump. Individual lines here and there are still rising and will go higher before they begin to sag. It is best for all of us that the process be gradual rather than abrupt, and the sooner we get the thing over with the better for all."

Gus H. Bub, buyer of china and housefurnishings for W. L. Milner & Co., Toledo, O., left here last Saturday for East Liverpool to buy pottery. "We are making a number of improvements in our department, increasing its size, and therefore will soon be in a position to add more stock," said he.

Those manufacturers who have odd lots of glassware consisting of five- or ten-barrel lots in stock have no trouble in selling them to dealers for special sale propositions. But it is only occasionally that such lots are available.

Walter Jones and Samuel Frazier, who have been making a Western spring trip for the United States Glass Co., returned home this week.

F. M. Beggs, general manager of the Tiffin, O., plant of the United States Glass Co., and Bert Lazure, manager of the Gas City, Ind., factory of the same company, were at the home office late last week in conference with heads of the commercial department. Both factories are working on about normal schedules,

and the outlook for an active season is promising, their managers say.

Frank Denmark, who started in a small way here a few years ago to do a jobbing business in glassware, has added a general line of semi-porcelain and vitreous china, and has increased his stock capacity. He is the only jobber in this line in the Pittsburgh district south of the Monongahela River.

The Millersburg plant of the Jefferson Glass Co., which was devoted to the production of lenses, has been closed and the business transferred to the main factory at Follansbee, W. Va.

As the season advances, the demand for flower baskets and bud vases shows an increase. Manufacturers of these lines in this territory say that orders are more numerous and the volume larger than in the spring of last year.

There is considerable inquiry just now from manufacturers of stationers' supplies for one-gallon jars to be used as white paste containers; four-ounce ink bottles, fountain-pen fillers and four- and eight-ounce water-well jars.

Paul Beck, of the Baltimore (Md.) Bargain House, spent a few hours here last week en route home from a Western trip.

After being closed during the war, the Pennsylvania Glass Co. has resumed operations at its plant near Dunbar, W. Va. Bottles and fruit jars will be manufactured exclusively. Over 300 workers will be given employment, and sufficient business is on hand to insure steady operations until the close of the present fire.

Housefurnishing buyers are ordering liberally of poultry supplies made of glass. Trays and water founts are in good demand. Dealers say the side line is a profitable one. Moreover, quite a few garden tools

are generally sold when the backyard poultry fancier comes into the department.

* *

Close to \$10,000 has already been subscribed by business interests of Bellaire, O., to secure the location there of the new plant of the Jewett Stamping and Enameling Co., manufacturers of enamel ware.

* *

An improvement in the demand for staples is reported by manufacturers this week, and as a consequence additional shops have been put to work in some plants.

* *

George E. Buxton, Western representative of L. Reusche for the past ten years, has left to go with the Western office of B. F. Drakenfeld & Co. at East Liverpool, under the management of C. N. Muessig. Mr. Buxton will travel his usual territory.

THE FUTURE OF ENGLISH CHINA AND GLASS IN THE UNITED STATES.

THE cessation of hostilities, bringing with it a tremendous feeling of relief, has caused all business men to pause and make some endeavor to forecast the future trend of the markets of the world. The war has brought such havoc in the accepted order of things, deprived so many men of their regular source of livelihood, and opened up to others such unexpected avenues of new production and endeavor, that we stand at the threshold of this new epoch of peace somewhat bewildered and asking in what direction we are to throw our weight and energies.

Possibly the English china, crockery and glass trades have suffered less than other lines of business, but certainly they have seen vast changes in the last four years, writes Kennard L. Wedgwood in "English-Speaking World." Severely handicapped as they have been by the shortage of man-power, the scarcity and high prices of fuel and all raw materials, they have, nevertheless, emerged from the struggle with a record to be proud of and have met the various stringent requirements imposed upon them by the Government with a courage and a spirit which placed patriotism ahead of all other considerations.

Naturally the combination of circumstances has necessitated a very considerable advance in the selling price of the finished product, to make good the loss of efficiency and diminished output caused by the war. And while under present conditions the tendency of prices is still on the up-grade, it is to be hoped that when in the course of time labor conditions become more stabilized and the factories begin once more to function normally, there will be some recession in the selling price. It is not to be expected or desired that

the low levels prevailing before the war will ever again be reached.

Owing to the total exclusion of enemy products from Great Britain, and the new money brought into circulation by the flourishing conditions of all war industries, an unparalleled state of activity has been produced in the home market. The conditions, however, in the United States have been very different; in the first place, the wave of extravagance which appears to have swept over the home market after the first two years of the war has not found its counterpart here; on the contrary, the tendency on the part of the ultimate consumer has been to eliminate the purchase of luxuries and restrict buying as far as possible to absolute necessities; and the advance in selling prices, with the addition of import duty and increased freight, has had a marked deterrent effect on the market.

This applies more especially to richly decorated china. The exclusion of German and Austrian china from the country has allowed the English earthenware manufacturer to step in and fill the gaps to some extent.

But the future is still very largely wrapped in mystery. While English china will still hold pride of place among the discriminating public who appreciate the beauties of texture and finish, and the fact that durability must be reckoned with in estimating the first cost of a purchase, still it would seem that the demand will be restricted until some substantial recession in price takes place; but for the higher grades of earthenware the immediate prospect appears considerably brighter. A very large class of the purchasing public who have been in the habit of purchasing the less expensive grades of English china for gifts will, rather than double the amount of their purchase, remain satisfied with the equivalent in English earthenware.

But it remains to be seen what the future attitude of the country will be towards German and Austrian goods. In the cheaper priced lines these have already been largely replaced by the products of Japan; and it is generally believed that these have come to stay. Also it is open to question—even if enemy-made goods are not subject to a sentimental embargo—whether they can ever be again placed on the market at anything approaching pre-war values.

The future of English glass in this country is more uncertain. Large strides in the higher grades of engraving and rock crystal have been made by domestic manufacturers during the last four years, during which period the English factories have been so much occupied with Government work as to be unable to place any new offerings on the American market. Still, in certain fancy lines the demand for English glass will probably spring up again as soon as the English factories are able to take care of it.

Stemware, of course, is affected by Prohibition, which threatens to restrict this line to the bare necessities of the "dry" table.

The future business of English glass in the United States will depend largely upon the amount of initiative and enterprise shown by the manufacturers in going after this market. Should the demand of the home market absorb all their energies during the next few years it may be too late then to endeavor to hold their own once more in this country.

WALTER G. BROWNING SUCCEEDS BURDETT AT MACY'S.

FIVE years ago, in announcing that Walter G. Browning had become buyer for Macy's lamp department, we predicted that this quiet and unassuming young Westerner would add another to his previous successes. That he has done so is shown by the fact that he has now been given the china and glassware departments. About two years ago, in addition to the lamps and bric-a-brac the firm gave him the clock and marble department, and under his management it fully duplicated the record of the lamp department.

And now he is taking charge of Macy's china and glassware department. Shall we go amiss in predicting a like success for him in this field? Hardly; for he is really now back on his old stamping ground. His experience with the Denver Dry Goods Co. and the Joslin Dry Goods Co. will stand him in good stead now that he is manager of one of the largest china and glassware departments in the United States.

GLASSWARE IN THE HOME.

THOUSANDS of pieces of beautiful glassware are turned out by the manufacturers of to-day in the same length of time required by the patient old Egyptian to make a single vase, and this advance in manufacture has placed within the reach of every woman a profusion of glass with which she may beautify her house and table.

Until one stops to take serious account of the variety of glassware used in the household, few realize what an important part it has in our daily lives.

From breakfast until dinner glassware enters into the daily scheme of things, and for that reason it behooves the housewife to lay in a goodly supply and in no event allow a cracked or a chipped piece of glass to appear on the table; it is not only unsightly and disagreeable, but positively dangerous.

Pure, clear, sparkling water deserves a container no less pure and clear than itself. A polished glass, frosted with moisture, speaks eloquently to the eye. Flower vases and bowls—who ever had too many of them? Wherever and whenever flowers bloom, there they perform their mission in showing blossoms

to best advantage and serve as a means of keeping them fresh. Clear glass harmonizes equally with the modest violet and the glorious American Beauty.

Nowadays it is possible to procure many inexpensive lighting pieces, and there is no reason why every lover of beautiful things should not have at least one complete set of candlesticks. The reflection of shaded lights is very agreeable and brightens the table.

It is in planning and serving a dinner that the hostess most appreciates an ample supply of table glass. Here everything comes into use. All the "every meal" essentials—salt and pepper, sugar and cream, goblets and carafe, horseradish jar, and trays. Then there are many little special shapes one should have, such as oyster cocktail glasses, celery trays, olive trays, cake plates, lemonade pitchers, and numerous other things which are convenient to have at hand. Many hostesses, doubtless, find a way to get along without many of these, but if a complete equipment of glassware is at hand the task of preparing an attractive dinner is greatly simplified.

There is no doubt about it that grape-fruit served in stemmed glasses is more appetizing than when it reaches the guest on a carelessly-selected piece of china.

Most salads are effectively served from a glass salad bowl. Salads composed of fresh vegetables take on an added appearance of crisp freshness when served on glass plates.

Large fruits should be served from bowls of generous size, either footed or unfooted. For salted almonds, salted peanuts and small bonbons, long-stemmed, wide-bowl, shallow bonbonnières are best.

There are scores of uses to which the housewife will put her glassware. Such things as a three-pint tankard, which suggests cool, refreshing drinks, puff boxes, soap dishes, bedroom sets, match-box holders, candelabra, punch bowl, ice tubs, parfait glasses, berry bowls, jelly holders, indicate a few of them.

The selection of patterns is wholly a matter of taste. Choose the design you like best, then adhere to it as closely as possible in selecting all your glassware. To secure the most pleasing effect, all your glassware should be of the same pattern or of patterns harmonizing with one another. A plain Colonial goblet brought into close contact with a sugar and cream of ornate design would produce a displeasing contrast.

Glassware should be handled with care. Don't abuse it. Don't handle it so roughly as to chip it, and, above all, don't rub it with gritty polishing compounds and destroy its lustre. In a word, give your glassware just ordinarily good care. It will reward you by adding beauty and charm to your table and your home.

THE man who does the least talking often has the most to say.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|--|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union..... | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, APRIL 17, 1919.

THE drive for what will probably be the last loan necessary for the Government to put forth will begin on Monday. Subscribers will not only be helping their country to pay its war debts, but will have the opportunity of making the best investment in the world. The rate of interest and other special features, coupled with absolute safety, should appeal to every business man. No one who has the money, or can manage to save it, should need to be asked twice. Think it over, and be prepared to place your subscription when a member of the China, Glass, Lamps, Toys, and Housefurnishings committee calls.

HAND-DECORATED EARTHENWARE.

THE use of decalcomania has given the average family a fairly artistic and decidedly more attractive dinner set at the price asked than could be purchased if the decorations were done with a brush. But, being turned out by the thousands, there is, of course, no individuality about them.

A few manufacturers in England produce hand-decorated earthenware and get a good price for it, and there is no reason why American potters should not do the same. The domestic manufacturer can make a body and glaze good enough for anybody. He can, if he will, ornament the ware in such a way that it will not be merely "merchandise."

Here is a chance for some American potter to make a name. It will be a rather slow process introducing

brush work to replace the chromos, but the man who will start in a small way, painting a set or two at a time and doing really good work, will find purchasers. Gradually a reputation will be made, and discriminating buyers will begin to ask for that kind of ware. It will require patience and some capital, but the enterprise will pay in the long run.

PERSONAL.

FOR several days after his arrival here from Denmark last week, Emil Bronnum, traveling representative for the Royal Copenhagen Porcelain Co., was confined to his room at the Biltmore with influenza, and instead of starting on his usual tour of the States this week, as intended, has had to postpone his trip until he regains his strength. He expects to get away next week, however.

Louis S. Hinman arrived home last Saturday from his trip to the factory of Theo. Haviland & Co. at Limoges.

Manager Ed. Craig has made another addition to the local sales staff of the United States Glass Co. in the person of C. N. Newcomb, an experienced glass salesman whose last connection was with the T. B. Clark Co., cut glass manufacturers, Honesdale, Pa. Mr. Newcomb is possessed of an amiable personality that will readily make friends for him in the New York market.

J. Meredith Miller is planning to visit the English factories represented by Maddock & Miller in this country. He has not yet completed arrangements for sailing, but will probably get away the latter part of May or the first of June.

George H. Bowman, head of the George H. Bowman Co., Cleveland, sailed last Saturday from the Pacific Coast for Japan.

Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., arrived in town on Monday to confer with the company's local representatives, Cox & Lafferty.

Before leaving San Francisco, Charles Hass, buyer for the Raphael Weill Co., who left last Saturday for France on a buying trip, engaged Roy Auhimus as his assistant in the china, glass and housefurnishing departments, and he will have charge during the former's absence. He was formerly with the Dohrman Commercial Co. Upon Mr. Hass's return early in June he

will join him in New York and spend some time here in making purchases.



"Jack" Stone, of the Pittsburgh Lamp, Brass and Glass Co.'s New York sales staff, returned home last Saturday after spending ten days calling on the trade through New Jersey, where he booked a lot of orders for the concern's line of lamps.



Henry Benedikt spent Tuesday and Wednesday calling on the Philadelphia dealers, who evidently treated him well, judging from the good humor he was in upon his return.



W. D. Hadger, of the Paden City Pottery Co., spent several days in New York last week, principally for the purpose of consulting with the Horace C. Gray Co., which looks after the factory's interests in the New York market.



George R. West, head of the Westmoreland Specialty Co., Grapeville, Pa., was a visitor in New York last week.



Ira M. Clarke, formerly factory manager for the John B. Higbee Glass Co., has become associated with the New Martinsville (W. Va.) Glass Mfg. Co. He is recognized in the business as a highly efficient glass man, and the plant is fortunate in being able to secure his services.



E. T. Richardson, of Callaway, Hooch & Francis, Salt Lake City, and the Richardson-Hunt Co., Ogden, Utah, who intended to leave for home last Saturday, was unable to finish all he had to do, and did not get away until Wednesday. He is stopping off at various factories en route.



T. T. Fryer, traveling representative for the Taiyo Trading Co., left on Tuesday for a three weeks' visit to be divided between Philadelphia and Pittsburgh.



Milton C. Hill, Jr., who has just been discharged from service with the 106th Infantry, has returned to his former position in the local office of the United States Glass Co. An idea of the strenuousness of his regiment's participation in the fighting may be gained from the fact that Mr. Hill is the only machine gunner left out of his company.



R. M. Hanna, well known in the trade as former assistant to Peter O'Neil at Abraham & Straus's, Brooklyn, is looking for a connection as buyer. With his twenty years' experience there are few men better posted in the business, and he will be an acquisition for

some house. He started a housefurnishing store of his own in Brooklyn, which was succeeding nicely until the beginning of the war, when sales began to fall off to such an extent that he ultimately closed the business.



G. N. Lukens, New York manager for the Macbeth-Evans Glass Co., sailed last Saturday for Europe.



E. W. Hammond returned on Tuesday from his consultation with the heads of the Knowles, Taylor & Knowles Co. and the Economy Tumbler Co., whom he represents in the local market.



Ed. Craig, local manager for the United States Glass Co., is working overtime these days learning to run a car which he purchased last week. He gets along marvelously until he starts to reverse, when anyone who happens to be near immediately gives him a wide berth.



Robert D. Miller, the third of John J.'s sons to become a road salesman, returned last week from his initial trip in the interest of H. C. Kupper, with whom he recently became associated. If his maiden effort may be taken as a criterion of his ability, he will soon become a star among the knights of the grip.



C. H. Glaize, buyer of china, toys, silverware and specialties for Morley Bros., manufacturers and jobbers, Saginaw, Mich., who is here placing orders, expects to leave for home the early part of next week.

PLEDGES ITS UNQUALIFIED SUPPORT.

AT a meeting of the Crockery Board of Trade of New York last week the following resolutions were adopted:

The Secretary of the Treasury has announced a fifth and probably the last popular Government loan, to be known as the Victory Liberty Loan. The proceeds of this loan are to be used in payment of bills incurred by our Government in military preparations that brought the war with Germany to a close months sooner than was generally expected, thereby saving tens of thousands of lives of American boys. It is therefore the patriotic duty of every American to support this loan. The business of the country cannot go on in a normal manner until after the Government has been properly financed. The members of this organization have given unstintedly of their time and energy to the past four Liberty Loan campaigns and thereby contributed greatly to the success of the said loans. Therefore,

Resolved: That this organization hereby pledges its unqualified support to the Victory Liberty Loan, and, further, that this organization recommends to its

members not only that they back the Victory Liberty Loan with their dollars to the limit of their ability, but that they give freely and unreservedly of their time and efforts, as they have in the past, to make this last loan an overwhelming success.

TO DECIDE ON HOLIDAY OUTING.

A MEETING of the Board of Management of the Pottery, Glass and Brass Salesmen's Association was held at the office of the Secretary last Friday morning to consider the advisability of holding an outing this summer, and a committee was appointed by President Miller, consisting of John Nixon, Lee Schoenthal, J. J. Hines and Louis D. Seixas, to find out if a boat could be procured for the occasion, also the expense of the whole affair, which is thought will greatly exceed the cost of past years, and probably reach a figure that would make the cost of tickets prohibitive for an outing of this character. However, this is mere conjecture, and the committee's report is awaited with interest.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- P O Fries, c,hf, Erie D G Co, Erie, Pa. 432 Fourth ave.
 F O Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
 L C Jelenk, c,g, Baltimore. Commodore.
 F H Smith, g, and F E Deubert, hf, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
 E P Albright, s, Kaufman Dept Store, Pittsburgh. 1261 Broadway.
 C Huffell, hf, J A Rudy & Sons, Paducah, Ky. 1150 Broadway.
 G D Crowe, t,hf,c, Root D G Co, Terre Haute, Ind. 23 East 26th.
 F A Stoneburner, hf, A E Staer Co, Zanesville, O. 303 Fifth ave.
 C H Kuhlman, hf,s,t, The Fair, Cincinnati. 23 East 26th.
 J Taylor, hf, F A Patrick & Co, Duluth, Minn. 200 Fifth ave.
 G Krazeise, t, Carter D G Co, Louisville, Ky. 43 Leonard.
 A R Willauer, t,hf, L Samler, Lebanon, Pa. 37 West 26th.
 K T Lugrin, t, Jordan-Marsh, Boston. 432 Fourth ave.
 M Lesenhuber, s, J N Adam & Co, Buffalo. 2 West 37th.
 A A Breton, hf,t, Shartenberg & Robinson, New Haven, Conn. 404 Fourth ave.
 H Louis, hf, Hartford, Conn. Commodore.
 A K Hart, s, G Hart & Co, Kingston, N Y. Wallick.

J H Grimes, hf, c, g, Grimes Furniture Co, Carnegie, Pa. Breslin.

J Oppenheimer, g, Oppenheimer Bros, Kingston, N Y. Herald sq.

C H Baxter, t, hf, Shepard Co, Providence, R I. 220 Fifth ave.

J Robinson, c, g, Wanamaker's, Philadelphia. B'way and 10th.

JOSEPH BURROUGHS PASSES AWAY.

WE record with deep regret the death of Joseph Burroughs, which occurred last Saturday morning at the McKinley Hospital, Trenton, N. J. About a year ago he suffered a serious attack of typhoid-pneumonia, from which he never fully regained his health, although it was generally understood from members of the trade who had seen him recently that he was slowly improving. Hence his friends were quite unprepared for the sad news.

In the late eighties and early nineties, "Joe," as everybody affectionately called him—for everybody liked him—figured prominently as a member of the Burroughs & Mountford Co., Trenton, N. J., which for several years was one of the most prosperous of its time, but which later discontinued business on account of its ware developing a defect that the plant seemed unable to overcome. Losing all the money he had invested and made in the venture, he later became associated with the late William A. Demorest and his brother "Al," with whom he remained for about two years. Afterwards he made various connections, the last of any importance being about four or five years ago, when he represented a vacuum bottle concern and the Mohawk Clay Products Co.

He was born about sixty-seven years ago on the old Burroughs farm on the outskirts of Trenton, near the spot where Washington crossed the Delaware. He graduated from Rutgers College, where he fitted himself for a civil engineer, but followed the profession only a short while, if at all, having soon after his graduation opened a cigar store in Trenton, where he had many of the well-known politicians of the time as his customers. It was while in the cigar business that he met Elijah Mountford, who later became his partner in pottery-making.

WARNED.

A GERMAN shell exploded one evening close to a dugout where a colored soldier was on guard. It did no damage, but the badly-frightened trooper suddenly drew some dice from his pocket and threw them as far as he could.

"F'om now on hencefo'th," he exclaimed, "I gwine lead a diff'nt life."

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

THE decorative effect of lamps is well shown in the lobby and balcony of the new Hotel Commodore, this city. A variety of styles and sizes are used—in fact, no two are alike—and the result is charming.

A line of vases that offers some exclusive glazes and excellent shapes for lamp mounts is to be seen in the Moorcroft pottery imported by John Davison, 14 Barclay street. The concern has some color creations that are different from anything on the market. Among them are ruby, matt green, burnt orange and yellow in new lustre effects, and a rich powdered blue that is very attractive.

A treat is in store for the buyer who has not visited the salesroom of the Macbeth-Evans Glass Co., 14 West Forty-fourth street, where are displayed so many new shapes and decorations in illuminating glassware that it is impossible to enumerate and describe them. There are unusual plain and embossed styles, as well as etched and tinted effects galore; also hand-painted treatments that are quite exclusive. One of the particularly pleasing patterns is a semi-indirect deep etched bowl with an all-over cluster of chrysanthemums in a beautiful combination of coloring.

The Bradley & Hubbard Mfg. Co., recognizing the practicability of the bridge lamp, as well as its decorative effect, has turned out some excellent examples, which are now being displayed at the concern's New York salesroom in the Fifth Avenue Building. They have employed a new finish and an originality of design that will find instant favor with the class of trade that appreciates the artistic. The standard is of metal, and it is fitted with an unusual conception in a parchment shade.

A line of illuminating glassware that offers many attractions is that of the Hocking Glass Co., represented in New York by Malone & Nicholson. A number of very pleasing embossed patterns are noteworthy for

their perfection of detail, the designs being brought out in a clear-cut manner that is quite unusual. A deep semi-indirect bowl with an embossed classic tinted border featuring a medallion containing a woman's head is very good. Then there is an Adam design bowl with shower shades to match in a two-toned brown effect that is very artistic.

There are no signs of abatement in the demand for the lamps turned out by the Royal Art Glass Co., which is working its factory to capacity to keep up with the



orders. The variety of styles and finishes is more extensive and diversified than ever, embracing a number of new ideas that make the goods very salable.

Louis Zises, 1175-9 Broadway, Brooklyn, is branching out again, his most recent undertaking being the purchase of the building 1167, 1169, 1171 Broadway and 1-13 Kossuth Place, formerly occupied by a public market, affording a floor space of more than 50,000 square

feet. On the main floor he proposes to install a complete display of lighting fixtures, fine china, bric-a-brac, bronzes, marble statuary, cut glass, silverware, and general housefurnishings. The lighting fixture department will consist of a series of fifteen show-rooms, each fitted and furnished to conform with the style of fixtures being shown, demonstrating the proper uses of boudoir, floor, library, reading, desk and other lamps. A Louis XVI room and others of various periods will be included.

Among the various beautiful finishes in lamps featured by Edward Miller & Co., 68-70 Park Place, is a French matt gray with touches of gold. It is very delicate in treatment, and makes just the sort of lamp that fits in with the furnishings of a dainty reception room. It attracts particular attention, and is a welcome change from the ivory finishes that have flooded the market for so long.

AT CHICAGO.

THE general condition of the crockery and glass trade of the city has been very satisfactory during the past week. At the retail stores a good demand is reported. The weather has been fine for shopping purposes, and large crowds are visiting the crockery and glass departments of the stores.

Manufacturers' representatives say that the number of visitors from out of town has been greater than usual this week, and local trade is holding up well. State street, discouraged in its effort to hammer down prices, is now placing orders in greater volume, and to some extent this is true of the other buyers throughout the city.

John Fisher, with samples of Baccarat glassware from A. Gredelue, New York, was here this week.

Lamp sales have been remarkable in all the stores. This applies to silk-shade floor lamps and to art-glass table lamps. Silk shades for table lamps are growing in favor. Formerly they were hard to sell, but since the manufacturers began to make them larger and more ornate they move easily, and there is a big demand for them in all the stores.

Ed. Downey, of the Brush-McCoy Pottery Co., Zanesville, O., paid a visit to the city this week.

There are many indications that the business of the summer months will be satisfactory, and buyers are making an effort to get larger stocks, as the public appears to be more bothered by the lack of selection in

the stores than by the high prices which are being charged.

Sergt. Carl Hofeld, former salesman for Earl W. Newton and Associates, has returned to the city after receiving his discharge from the army, and will again join the sales force of the concern.

Messrs. Folwell and Cook, representing the Davenport, Ia., and the Racine, Wis., stores, respectively, of Folwell & Co., were in the city buying merchandise this week.

The line of hand-decorated silk lamp shades shown by E. J. Allman, of Philadelphia, at the Hotel Sherman last week attracted much attention from the trade.

W. E. Hunter, president of the Economy Tumbler Co., Morgantown, W. Va., was a visitor in the city during the week.

Tom Reid, of the Guernsey Earthenware Co., Cambridge, O., spent a couple of days at the Palmer House last week.

Victor G. Wicke, president of the Imperial Glass Co., Bellaire, O., visited this week with Earl W. Newton and Associates, who represent the line in Chicago and adjacent territory.

Harry J. Bennett, who travels in the East for the Crooksville China Co., visited the Chicago office this week.

Pete Rinkin, buyer of crockery and glassware for the Boston Store, left last week on an Eastern trip.

Edward Bengston, of Freeport, Ill., was in Chicago for a couple of days during the week, buying cut glassware.

Hugo Polachek, buyer of crockery and glassware for Gimbel Bros., Milwaukee, visited the local trade this week.

Harry Glendore has been appointed a salesman for F. B. Tinker, and will cover city territory.

H. P. Cahrens, Macomb, Ill., and M. D. Scott, Kewanee, Ill., were in the city buying china and toys during the week.

The Chicago office of the United States Glass Co., in the Atlas Block, had a lot of visitors during the week. Included were H. H. Phillips, salesmanager of Factory U, at Gas City, Ind.; Will Wood, salesmanager of Factory K, at Pittsburgh; Lloyd Bryant, salesmanager of Factory R, at Tiffin, O.; and a large number of buyers from out-of-town points. Fred Renshaw, manager of the Chicago office, and Bert Palmer, who has

WE HOPE IN THE EARLY SPRING TO RESUME THE MANUFACTURE OF MANY SHAPES AND DECORATIONS WHICH WAR CONDITIONS COMPELLED US TO SUSPEND. MEANWHILE WE HAVE STOCKS AT THE FACTORY OF THE

TWENTY-FIVE PATTERNS

ON WHICH WORK WAS CONCENTRATED WHICH WILL PERMIT DELIVERIES IN FROM

SIX TO TWELVE WEEKS.

TRANSPORTATION DIFFICULTIES IN FRANCE HAVE RETARDED SHIPMENTS FOR THE PAST FOUR MONTHS. THESE ARE FAST DISAPPEARING AND WE HAVE REASON TO BELIEVE A DEPENDABLE SERVICE IS NOW ESTABLISHED.

THEODORE HAVILAND & CO.,

SUITE 316,

200 FIFTH AVENUE, NEW YORK.

just returned from an extended road trip, were busy entertaining the guests.

Lewis H. Simpson & Co. have been appointed representatives of the Steubenville (O.) Pottery Co.

Some members of the trade, heart-broken because of the approaching aridity of the country, have drawn much encouragement from the Washington report that Commission Roper has decided that the Internal Revenue Department is without the punch to enforce national prohibition.

The Thomas Conron Hardware Co., Danville, Ill., has branched out with a china and glassware department.

D. KING IRWIN READY FOR BUSINESS.

THE latest acquisition to New York's list of manufacturers' representatives, D. King Irwin, who is too well known in the trade to need further introduction, is now ready for business in suite 305 on the third floor of the Fifth Avenue Building. Every day last week brought shipments of samples of his various lines, and after strenuous work everything is now in place. The salesroom has been fitted up in excellent style with handsome mahogany fixtures and display tables, the office furniture being of the same character and carrying out the appointments in perfect harmony. Mr. Irwin represents the George H. Bowman Co. and allied companies, of Cleveland, O., and shows all the lines manufactured or controlled by the concern. These include an especially fine selection of imported and domestic dinnerware patterns, new creations in decorated glassware, cut glass, aluminum ware (Swissalu), toy tea sets, steel toys, unbreakable dolls, etc. Aside from these lines he has acquired the light and heavy cut glass manufactured by Stott Bros., Philadelphia, which affords a variety of good sellers.

PASSOVER WEEK.

THE festival of Pesach, or Passover, was ushered in by the Jewish people throughout the world at sunset on Monday, to continue for the week. Only the first and seventh days of the week are celebrated as full holidays, according to the original Biblical injunction, by the reform element of the Jewish community, the intervening days being regarded as semi-holidays. The orthodox Jews, following later rabbinical prescriptions, couple the second day with the first as a full holiday also, and observe likewise an additional eighth day.

The Passover festival in Biblical times was one of

the three occasions when the Jews throughout Palestine gathered at Jerusalem. But beyond this the Passover stands out in the religious calendar of the Israelites as the anniversary of Israel's redemption from Egyptian bondage under the leadership of Moses.

One of the peculiar observances of the festival is the eating of matzoth, or unleavened cakes, instead of bread, which is intended to indicate the haste with which the Jews were finally driven out of Egypt—that they carried with them the dough which they had prepared for their bread-making, and which had not time to leaven before they were driven from their homes.

On the first night of the festival home service is conducted by the head of the household with all the members of the family gathered about the table. It is called the "Seder," and through its picturesque ceremonial the purport of the festival is brought out, and the story of the deliverance from Egyptian bondage is told.

In their Passover sermons the rabbis of Greater New York featured the re-employment of the returning soldiers and sailors as the duty of the Jewish community, the appeal of the rabbis marking the opening of the employment service of the Jewish Welfare Board, with central offices at 114 Fifth avenue. To facilitate its work the service has opened ten stations throughout the city, where designated agencies register the applicants.

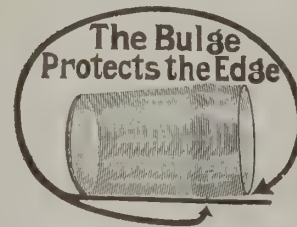
SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

FOR RENT.

SPLENDID OPPORTUNITY for a housefurnishing store. Only one housefurnishing store, drawing from a population of 30,000. This store to rent is well adapted for the business, and is in the best location in Somerville, N. J. (next to F. W. Woolworth & Co.). Inducements will be offered to the right party. Address F. G. THOMAS, Somerville, N. J.

"A Style for
Every Service."



Special Soft
Drink Styles.

NO-NIK PATENTED TABLE GLASSWARE.

EASTERN DISTRIBUTORS TO JOBBING AND EXPORT TRADE.



Times Building, 42d St. and Broadway, New York City.

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 24, 1919.

CONDITION OF TRADE.

The disagreeable weather of last week **New York** naturally had a detrimental influence on retail business in New York and vicinity. Proof that this was the real cause, and not the slimness of the public's pocketbook, was seen in the fact that as soon as there was the slightest suggestion of the skies clearing shoppers seemed to fill every floor of the big stores. The china and glassware departments and the regular shops devoted to these lines did a fair business, however, just preceding Easter. The importance of dressing up the table as well as themselves was not entirely lost sight of this year. Receptacles of all kinds and styles for flowers sold especially well.

Trade among the wholesalers was not quite so brisk, as far as actual visits to the local salesrooms were concerned. There were fewer buyers in the market, and orders were neither numerous nor large.

The English and French importers are booking a very satisfactory business through the efforts of the traveling salesmen, while the mail continues to bring in a very gratifying amount of unsolicited orders. This is rightly understood as indicating a very encouraging state of affairs throughout the country.

The Japanese houses are doing nicely. There is seemingly no abatement in the call for this class of merchandise.

New York representatives of domestic dinnerware manufacturers have no complaint to make of business,

the demand being continuous and of very good proportions.

A feature noted among the glassware agents is that the finer goods are selling better than formerly, while a general improvement is also noticeable in all lines, including staples.

Neither heavy income tax payments nor the impost on luxuries had the effect of lessening business in silverware for the Easter season.

For the first time since this country entered the war retailers anticipated Easter wedding business by giving liberal orders, and wholesalers of cut glass found their lines more popular than for a long time past. This merchandise is also expected to "go big" when the June matrimonial season arrives. The ending of the war has done away with the necessity for the hasty weddings of the past two years, and these functions are now likely to take place in the times and seasons established by pre-war custom.

East Liverpool and Vicinity There has been a decided improvement in pottery production of late, and unfilled orders are gaining on shipments. It is estimated that the plants are working on a basis of at least eighty per cent of possible capacity, and the general condition of the trade is considered very healthy. Buyers continue to visit the market, and mail orders are steady, both for plain white and decorated. Specialties are in very

good request, both for immediate and future shipment.

Pittsburgh and Vicinity

Improvement in the demand for staples is reported by a number of manufacturers. Lighting glassware is also showing an increased demand. The higher grades of table glassware are in better request, while the call for tumblers of all kinds is as loud as ever. Specialties are wanted, and orders for souvenir goods are increasing as the season advances.

MEDALS FOR LOAN WORKERS.

TO all Liberty Loan workers who participate actively in the Victory Liberty Loan campaign, the Treasury Department will award a Victory medal made from captured German cannon. This medal will be distributed to all members of local Liberty Loan Committees throughout the United States who do conspicuous work in behalf of the Victory Loan, such as serving on volunteer soliciting committees, etc.

The medal, the first of its kind to be distributed in the United States during the war, will be approximately the size of a half dollar and will contain on one side a reproduction of the United States Treasury Building with the words "Victory Liberty Loan." On the other side will appear the certification of participation in the Victory Liberty Loan, with a blank space for engraving the name of the recipient thereon.

Several German cannon, captured by American troops at Chateau Thierry, have been melted, the metal rolled into sheets, and the medals are now being made.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of February, 1919, compared with the same month in the preceding year, were as follows:

| | 1918 | 1919 |
|-------------------------------|-----------|---------|
| China, not decorated..... | \$ 14,295 | 25,338 |
| decorated..... | 212,016 | 239,307 |
| From France..... | 57,638 | 115,476 |
| Germany..... | ..... | ..... |
| United Kingdom..... | 15,543 | 19,688 |
| Japan..... | 128,856 | 91,713 |
| Other countries..... | 9,979 | 12,430 |
| Earthenware, not decorated... | 32,281 | 46,104 |
| decorated..... | 147,502 | 215,698 |
| All other..... | 11,749 | 11,966 |
| Total..... | 629,859 | 777,720 |

FOR EIGHT MONTHS ENDING FEBRUARY.

| | 1917 | 1918 | 1919 |
|-----------------------|------------|------------|------------|
| China, not dec..... | \$ 130,783 | \$ 111,517 | \$ 182,878 |
| decorated..... | 2,092,040 | 2,398,721 | 2,158,888 |
| France..... | 582,574 | 395,635 | 384,146 |
| Germany..... | 15,597 | ..... | 72,307 |
| United Kingdom... | 375,200 | 404,247 | 273,243 |
| Japan..... | 1,016,834 | 1,454,967 | 1,376,584 |
| Other countries ... | 101,835 | 143,872 | 52,608 |
| Earthenware, not dec. | 247,059 | 372,878 | 264,193 |
| dec.... | 1,206,249 | 1,404,373 | 1,512,734 |
| All other..... | 195,330 | 146,562 | 269,581 |
| Total..... | 5,963,501 | 6,832,712 | 6,547,162 |

DOLLS AND TOYS.

| | 1918 | 1919 |
|------------------------------|-----------|----------|
| Dolls and parts of dolls.... | \$ 23,281 | \$ 2,175 |
| All other toys..... | 94,162 | 1, 2 |
| Total..... | 117,443 | |

FOR EIGHT MONTHS ENDING FEBRUARY.

| | 1917 | 1918 | 1919 |
|----------------|---------|------------|-----------|
| Dolls & parts. | 50,935 | \$ 221,482 | \$110,729 |
| All other toys | 879,656 | 1,065,443 | 211,767 |
| Total. | 930,591 | 1,286,925 | 322,496 |

GLASSWARE.

| FEBRUARY | | FOR EIGHT MONTHS E'D'G FEBRUARY | | |
|----------|-----------|---------------------------------|-----------|-----------|
| 1918 | 1919 | 191 | 1918 | 1919 |
| \$32,602 | \$435,043 | \$268,450 | \$415,366 | \$235,981 |

CHINA CLAY.

| FEBRUARY | | FOR EIGHT MONTHS E'D'G FEBRUARY | | |
|----------|-----------|---------------------------------|-----------|-----------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$42,482 | \$114,336 | \$712,483 | \$826,632 | \$809,142 |

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

| FEBRUARY | | FOR EIGHT MONTHS E'D'G FEBRUARY | | |
|----------|------|---------------------------------|---------|------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| | | \$28,333 | \$4,398 | .... |

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

| FEBRUARY | | FOR EIGHT MONTHS E'D'G FEBRUARY | | |
|----------|---------|---------------------------------|----------|---------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$1,106 | \$1,557 | \$151,989 | \$50,664 | \$7,970 |

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Judging by the manner new business is being received, all plants will have sufficient orders to insure steady operation throughout the year. It is coming from all sections of the country, and here and there a foreign inquiry is received. The bulk of the business now being booked is for decorated dinnerware, although more or less white goods are wanted.

Exclusive dinnerware patterns for 1920 are now being ordered. Some very attractive border designs have been selected, and the majority of the new creations will be quite different from anything now being shown. It has been several years since the pottery manufacturers have had a free hand to order such decorations as they desired, and they are now taking full advantage of the situation.

Increased demand for hotel ware is reported. Many hotels are ordering entirely new stocks, while the jobbers of restaurant supplies report that numbers of their customers are throwing out their old lines and substituting new equipment.

Considerable business is being placed by jobbers and dealers for vitreous china dinnerware. Some of the makers goods are reported sold up for months to come.

One of the largest scheme dealers in the Western field, who has been practically out of the market during the war, has started to place business with local plants. Specifications call for short dinner sets, with delivery as early as possible.

According to present plans, the June meeting of the Potters' Club will be held in Cleveland. Other monthly gatherings have been held in Pittsburgh. A year ago the club had matters all arranged to motor to Uniontown and have a session in the Summit House, located in the mountains. Inclement weather, how-

ever, caused the journey to be cancelled. Considerable good has been accomplished since the club was formed. Manufacturing troubles have been discussed, and factory differences have been eliminated in many instances.

John Stamm, for many years identified with the management of potteries here and at Clarksburg, W. Va., is now associated with the East Liverpool Potteries Co., Wellsville, O.

Among buyers visiting the district of late were P. G. Rinkin, for the Boston Store, Chicago; Samuel Natin, for The Fair, Chicago; Thomas A. Neely, for Strouss-Hirshberg Co., Youngstown, O.; Mr. Wentworth, for Wm. Taylor, Sons & Co., Cleveland; E. T. Richardson, of Richardson & Hunt, Ogden, Utah, and Callaway, Hooch & Francis, Salt Lake City.

General Manager Brown, of the East Liverpool Potteries Co., has returned home from a brief Western business trip.

At the regular monthly meeting of the Western Standing Committee a number of minor adjustments in shop differences were settled—among them one at the Mt. Clemens (Mich.) Pottery Co., and another at the C. C. Thompson Pottery Co., of this city.

Joseph Davis, Western salesman for the Knowles, Taylor & Knowles Pottery Co., has returned home from a brief trip.

Work is nearing completion on a new kiln at the plant of the Wooster Pottery Co., Fredericksburg, O.

George C. Thompson, of the Thompson Pottery Co., has returned home from a Western business trip.

The Liberty Transit Co., operating a line of boats between Pittsburgh and Charleston, W. Va., and Cincinnati, O., on the Ohio River, announced this week that through navigation to these points during the sum-

mer has been assured through the completion of Dam. No. 22.

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The making of china doll heads on an extensive scale may be undertaken here before fall. Models have been finished, but inability to secure idle kilns just at this time is causing delay in starting.

* *

A meeting of the domestic pottery division of the American Ceramic Society was held in the rooms of the Potters' Club Wednesday night. F. W. Walker, of Beaver Falls, Pa., and W. Edward Wells, of the Homer Laughlin China Co., were the principal speakers. Charles L. Sebring, of the Sebring Pottery Co., is at the head of this organization.

* *

W. S. George, of the W. S. George Pottery Co., East Palestine, accompanied by Mrs. George, is spending a season at Hot Springs, Ark.

*

As soon as the Victory Loan was opened here last Monday the first large subscription announced was that of the National Brotherhood of Operative Potters, which subscribed for \$25,000 worth. In the five loans this organization has bought close to \$100,000 worth of bonds.

BOSTON BUSINESS NOTES.

RETAIL business in Boston is resuming normal conditions now that the disturbance due to the strike of the telephone operators is over. There was, of course, the usual lull immediately preceding Easter, and this is a five-day week because of the observance of Friday, the day of the parade of the Twenty-sixth Division, as a holiday. With the coming week, however, it is expected that business will be back in its accustomed grooves, and that the steady demand which has been a feature of the trade this year will continue.

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In wholesale lines there is reported on the part of some dealers a disposition to buy with extreme caution as a protection against what may be a falling market. Some decline in prices is noted in staple lines, but on the whole prices are still at high levels. There is also reported some difficulty in obtaining low-priced goods of the kind that formerly did much to swell the volume of trade.

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Lamp shades in the shape of trench hats suitably camouflaged in brilliant colors have appeared in Boston stores which carry lighting novelties.

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The Boston Chamber of Commerce has been notified that a business house in San Francisco is desirous of securing the agency for Massachusetts factories en-

gaged in the manufacture of aluminum ware, enamel ware, and kindred lines.

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The Gilchrist Co. opened its Victory Loan campaign with subscriptions totaling \$130,000, of which the company itself took \$75,000 and individual members the balance. A canvass of the concern's employees is now in progress.

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William Chapeau, of the Harris & Mowry Co., Woonsocket; W. J. Lamoureux, of Southbridge, and representatives of the Reidpath Co., Lynn, were among recent buyers in the city.

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F. J. Chase, of Chase & Francis, underwent an operation on Monday which it is hoped will materially assist in his recovery from his long illness. Mr. Chase is reported in as comfortable a condition as could be expected under the circumstances.

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Harry J. Magid, of the Old Colony Cut Glass Co., Fall River, was a recent visitor.

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The song revue and "spectaculanza" of the employees of the Shepard stores given in Jordan Hall will be repeated Saturday night. Howard Treffry, who takes one of the leading parts, has been serving as instructor in aviation at the Wilbur Wright field, Dayton, Ohio.

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G. L. Lincoln, of the Lincoln Furniture Co., Concord, N. H.; A. L. Grant, Lewiston, Me.; George McKenney, of the Atlantic Tea Co., Natick, and Arthur St. Lewis, of the James Edgar Co., Brockton, were among the week's visitors to the city.

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E. A. ABBOTT SELLING OUT.

AFTER thirty years of prosperous business, Edward A. Abbott, the china merchant of Chattanooga, Tenn., is retiring. In many ways Mr. Abbott's conduct of the business was unique. One of the rules of the store was that no customer should be asked what he or she wanted. The buyer was at liberty to look over the stock, and then, after seeing and knowing what the purchase would be, approach a saleslady to complete the transaction.

Another practice of Mr. Abbott was the decoration of the store with flowers grown in his own yard. It has been a rare thing not to see flowers of some description in the spring and summer months in Abbott's show window.

It is thought that the stock will be purchased entire and moved to some other location, and the business continued under the direction of one of the old employees—probably Mrs. Alice Rice.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

From all indications flint glass manufacturers are assured of sufficient business to keep all shops working full throughout the present fire.

During the past fortnight there has been quite an improvement in new orders. The present fire will cease Saturday, June 28, and the cessation will continue for two weeks. All union-operated factories will be idle during that period. Various conventions of glassworkers and joint wage conferences will take place prior to resumption of activities.

The directors of the United States Glass Co. have declared the usual quarterly dividend of one dollar a share.

Manufacturers of glass factory machinery in this district have been receiving a number of orders of late from English possessions and Japan.

A dividend of two per cent was paid by the Hazel-Atlas Glass Co. last Monday.

Space has been taken under a long-term lease by the Pittsburgh Lamp, Brass and Glass Co. on a portion of the sixth floor of the Chamber of Commerce Building, where after May 15 will be located the city salesrooms. Robert G. West will continue in charge. An entire new line will be shown by the company in its new location, special display fixtures for this purpose now being under construction.

Dave Prosser, salesman for the United States Glass Co., has left for his usual territory after spending a few days at the home office.

Salesmanagers of glass factories are very much interested in the reports of new hotel construction in the South and West, and jobbing interests have already started to ask for samples of special designs to submit to their proprietors. Reports were received here this

week of six large new hotels to be built in the South this summer.

Watson W. Lang, of Cambridge Springs, Pa., formerly in charge of the Kinney & Levan interests here, spent several days in the district last week. He reported a number of new applications for membership in the Western Glass and Pottery Association.

A. J. Smith, head of the McKee Glass Co., Jeanette, Pa., who has been spending several months with his wife touring the Pacific Coast, has returned home and is now busily engaged at the factory office.

When the Fifteenth Engineers return home from France within a few weeks they will be presented with a club room by the fathers of the soldiers. Large space has been leased in the Century Building on Seventh street, and will probably include that now occupied as the city salesroom of the Pittsburgh Lamp, Brass and Glass Co.

Those glass manufacturers who do an export business will have to obtain new licenses as soon as their shipments total the amounts specified in existing licenses. It is indicated that, so far as exports to England are concerned, there will not be the freedom that existed before the war. The situation is being closely followed by domestic manufacturers.

Packers' glassware is in very active demand, all standard containers being ordered in very liberal volume.

The Liberty Cut Glass Co. has opened a new retail store in the Jenkins Arcade here, and is displaying a general line of cut and blown ware.

The proposition to reduce freight rates on glass sand is of vital interest to glass manufacturers. These rates have steadily advanced during the last few years, with the result that sand is now a heavy item to be

reckoned with. Final disposition of the question is expected within a few weeks.

Ensign Hugh J. ("Babe") Adams, formerly salesman for the United States Glass Co., and now stationed at Rockaway Beach, N. Y., in the air service, spent last week at his home here on a furlough, during which he visited the offices of the "States." He is undetermined as to his future plans.

Mr. Sell, of the Krantz-Sell Cut Glass Co., Honesdale, Pa., spent several days in the local market last week buying blanks.

WILL DO ITS SHARE, AS USUAL.

ON Wednesday noon, L. S. Hinman, chairman of the China, Glass, Lamps, Toys and Housefurnishing Trades division of the Victory Loan campaign, had the other members of the main committee and the chairmen of the various sub-committees as his guests for luncheon at the Manhattan Club—a plan which he found worked very satisfactorily for keeping in touch with what was being accomplished during the drive for the Fourth loan—when it was disclosed that results so far are highly gratifying. Judging by the subscriptions already taken and those in prospect, the trade will come through with flying colors.

AT CHICAGO.

BUYERS from out-of-town points have been rather scarce this week, but salesmen who are on the road report that they are doing a first-class business, the orders being for both immediate and future delivery. This last feature is gratifying, for the trade had been buying very closely until a few weeks ago.

Local retailers have been placing some good orders for glassware during the week. The demand is chiefly for staple items, but buyers will promptly place orders for novelty glassware when it seems that the creation is something which will catch the eye of the shopper.

Beyond a doubt the high prices being asked for dinnerware of domestic origin is hurting the sale of this particular commodity. If the level of prices could be only a trifle lower the movement of dinnerware, it is believed, would be much more satisfactory than it is.

Lamps are moving well in all the stores. There never was such a spring season for the sale of floor

lamps, and some of the factory representatives who handle this sort of merchandise are almost as busy as they usually are around the holiday period.

McGuire & O'Brien, factory representatives, have moved from 220 S. State street to 180 N. Dearborn street, where they have taken a large room on the fifth floor.

The American Clay Products Co., the selling organization for the stoneware manufacturers, met on Wednesday at the Hotel La Salle to discuss post-war business conditions.

Ed. Downey, the popular representative of the Brush-McCoy Pottery Co., is in the city on business this week.

J. E. Boring, of the Chicago office of the Crooksville (O.) China Co., is visiting the pottery this week. A new addition is being made there which will greatly increase the capacity of the plant.

C. H. Schuller, of the H. C. Fry Glass Co., Rochester, N. Y., was among the city's visitors.

E. H. Sallberg, of the Sioux City (Ia.) Crockery Co., passed through the city on his way East this week.

Members of the local trade are already making their plans for fishing trips to the northern lakes. Among those expected to depart at no distant date are Frank Tinker, Walter B. Andrews and Pete Rinkin, the triumvirate which holds the fishing championship here.

Howard C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., was one of last week's visitors.

Carl Holfeld, salesman for Earl W. Newton and Associates, who has just returned from the war, has resumed his former duties with the concern.

B. H. Palmer, of the Chicago office of the United States Glass Co., will leave on a road trip this week.

The National Foreign Trade Council met at the Congress Hotel for three days this week for the purpose of furthering the export trade of American manufacturers.

Friends of David Ellbogen, of the Stein & Ellbogen Co., jobbers of jewelry, cut glass and bric-a-brac, have presented a handsome wall clock to the local Elks Lodge as a memorial to Mr. Ellbogen, who fell October 7 while fighting with the American forces in the Argonne forest. Mr. Ellbogen formerly acted in the

capacity of salesman for the company, and was well known to members of the local trade.

* *

E. W. Merrill, of the New England Furniture and Carpet Co., Minneapolis, passed through the city during the week.

WHOLESALE AND MANUFACTURERS TO MEET AGAIN.

A JOINT meeting of domestic pottery manufacturers and members of the Wholesalers' Association will be held on Wednesday, April 30, in the Hotel Cleveland, Cleveland, O. The session is called for 10 a.m. This meeting follows the joint conference of same manufacturers and wholesalers held recently in Chicago, and important results are expected to follow.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 24, 1919.

LONDON

Str. Lancastrian, April 17.

| | |
|--------------------------|-----------------|
| 1 package glassware..... | A S Varnay |
| 2 " " " " " " " " " " | " " " " " " " " |

GENOA

Str. Sturlese, April 18.

| | |
|-----------------------------|-------------|
| 7 packages earthenware..... | R H Menocci |
|-----------------------------|-------------|

Str. Duca Degli Abruzzi, April 23.

| | |
|----------------------------|------------------------|
| 13 packages glassware..... | American Art Novelties |
| 10 " " " " " " " " " " | Borelli & Vitelli |
| 52 " " " " " " " " " " | W Goldberg |
| 39 " " " " " " " " " " | American Bead Co |
| 10 " " " " " " " " " " | A Lorsch & Co |
| 7 " " " " " " " " " " | Nelson Bead Ca |
| 9 " " " " " " " " " " | A & H Veith |
| 10 " " " " " " " " " " | Frankel Importing Co |

MACORIS

Str. Azama, April 18.

| | |
|-------------------------------|------------------|
| 8 packages majolica ware..... | Ovington Bros Co |
| 3 " " " " " " " " " " | G Gommi |

LIVERPOOL

Str. Saponia, April 18.

| | |
|------------------------------|-----------------------------|
| 12 packages earthenware..... | Meakin & Ridgway |
| 39 " " " " " " " " " " | W S Pitcairn |
| 20 " " " " " " " " " " | E Boote |
| 6 " " " " " " " " " " | H C Edmiston |
| 30 " " " " " " " " " " | Maddock & Miller |
| 2 " " " " " " " " " " | G F Bassett & Co |
| 1 " " " " " " " " " " | American Express Co |
| 39 " " " " " " " " " " | chinaware..... W S Pitcairn |

Str. Carmania, April 21.

| | |
|-----------------------------|--------------------------------------|
| 6 packages earthenware..... | Gilman Collamore & Co |
| 1 " " " " " " " " " " | Tiffany & Co |
| 39 " " " " " " " " " " | E Boote |
| 20 " " " " " " " " " " | Geo B Jones |
| 10 " " " " " " " " " " | A J Fondeville & Co |
| 1 " " " " " " " " " " | glassware..... Gilman Collamore & Co |

Str. Adriatic, April 22.

| | |
|-----------------------------|---------------------------------|
| 3 packages earthenware..... | Lazarus & Rosenfeld |
| 6 " " " " " " " " " " | T S Todd & Co |
| 41 " " " " " " " " " " | Maddock & Miller |
| 2 " " " " " " " " " " | G F Bassett & Co |
| 12 " " " " " " " " " " | Raphel & Co |
| 12 " " " " " " " " " " | Guaranty Trust Co |
| 12 " " " " " " " " " " | G W Sheldon & Co |
| 9 " " " " " " " " " " | W S Pitcairn |
| 31 " " " " " " " " " " | Meakin & Ridgway |
| 2 " " " " " " " " " " | Lewis & Conger |
| 17 " " " " " " " " " " | Rowland & Marsellus Co |
| 1 " " " " " " " " " " | chinaware..... W H Plummer & Co |
| 9 " " " " " " " " " " | W S Pitcairn |

CENTRAL AMERICAN PORTS

Str. Advance, April 19.

| | |
|---------------------------|-----------------------|
| 5 packages chinaware..... | Pennsylvania Railroad |
| 2 " " " " " " " " " " | Miscellaneous Orders |

BATAVIA

Str. Radia, April 22.

| | |
|----------------------|---------------|
| 1 package dolls..... | W Bryand & Co |
|----------------------|---------------|

POWEY

Str. Evelyn, April 22.

| | |
|-------------------------------|---------------------|
| 566 packages china clay | Moore & Munger |
| 226 " " " " " " " " " " | J W Higman Co |
| 410 " " " " " " " " " " | Morey & Co |
| 244 " " " " " " " " " " | Hammill & Gillespie |
| 719 " " " " " " " " " " | Baring Bros & Co |

GILLINDER & SONS TO MOVE.

ON May 1, Gillinder & Sons, who have occupied their present quarters at 19 Madison avenue since they removed from the downtown district several years ago, will establish their office and salesroom at 224 Fifth avenue, where they will utilize the entire top floor of the building with their comprehensive display of illuminating glass and glassware specialties.

AN EDUCATIONAL TOY.

DOES your boy want to learn wig-wagging? A toy soldier has been placed on the market which can wig-wag correctly. Any youngster can make him signal just as the real soldiers do.

The movement of the arms is controlled from a distant board by means of an arrangement of springs and cords, and in this manner it is possible to make the little figure form any letter or character of the code. The board from which the figure is worked is supplied with a pointer and an index, so that it is not necessary for the operator to be familiar with the code in order to manipulate the hands of the toy. The pointer being brought to any letter, the arms of the figure will automatically take the desired position to indicate the character. Thus it is possible to make use of the toy in acquainting the student with the various characters of the code.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
Rm. 5092 BARCLAY.MECHANICAL DEPT.
TEL. 5086 BARCLAY.**SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:**

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, APRIL 24, 1919.

THE LUXURY TAX.

THE "luxury tax" of ten per cent which goes into effect May 1 affects lamps and shades in excess of \$25 each. This will not trouble the maker of popular-priced goods, of course. How the consumer will regard paying the extra amount on the more expensive grades remains to be seen.

When some time ago the announcement was made that the law had been passed the consuming public raised a storm of protest, and an informal pledge was given by some Congressional leaders that it should be repealed. Therefore, when Congress adjourned without taking action it was thought that the matter would be allowed to remain in abeyance until such time as Congress might reconvene and redeem its pledge. It is now apparent that the Administration is determined to enforce the law.

The taxes fall upon the public directly, being added to the retail price by the dealer. To what extent this will affect the retailer's business, and consequently that of the manufacturer, cannot be judged until it has been put in operation.

There seems to be no definite or general agreement among retailers as to how the tax is to be collected. Some, it is understood, will apply the tax in the form of a higher price, later deducting the amount from the sum received from the customer and crediting it to the Government. Where this method is employed the consumer will not know what he is paying in the form of a tax, and it will possibly have less effect upon sales than if the tax were charged separately. Still, competition

may cause prices to be made by the latter method eventually, as competing dealers will not want to admit that their figures are higher than those of others, and will prefer to impose the burden on the consumer in the shape of a tax as such, rather than accept the unpopularity of high prices in which the tax plays an unknown part.

However, after all is said and done, those who can afford to pay for a high-grade illuminant will not be apt to stop and consider the tax. With this class the principal question is whether the article suits or not. If it does, the question of cost is a minor consideration.

PERSONAL.

THE firm of R. H. Macy & Co. is to be congratulated on securing so worthy a successor to Walter G. Browning as E. A. Waterman, who took charge of the lamp, bric-a-brac and clock departments last week. While still a young man, he comes to the concern with an unusual record of successful achievements in the mercantile world. Before enlisting with the Canadian artillery he was general manager for the A. E. Rea Co., one of Canada's most up-to-date department stores, and previous to that was with Cassidy's, Ltd., as manager of one of the concern's subsidiary companies; consequently he is not only familiar with buying, but knows every detail of efficient merchandising. He returned from France in February.



Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., has found so much to occupy his time since his arrival in town that he doesn't expect to leave for home until the latter part of the week.



J. Stolaroff, importer and jobber of El Paso, Tex., who has been in the market placing orders for the past week, expects to remain for another fortnight. He is making his headquarters at 1150 Broadway.



Harry L. Seixas, traveling representative for Edward Boote, returned on Thursday from a trip to England, where he accompanied Mr. Boote on a visit to the factories. The latter expects to remain on the other side for some time, visiting his daughter and other relatives.



Since being discharged from the service, I. R. Ratner, formerly identified with L. Barth & Sons, this city, and Albert Pick & Co., Chicago, has established himself in a business of his own as a member of the Dickar Corporation, Eastern distributors of "No-nik"

patented glassware. He is said to have the distinction of being the first officer of the Reserve Corps to be called in the service, and was among the first sent to France. On his return he organized the transportation office for sick and wounded in this port.



K. S. Kodama, vice-president of the Taiyo Trading Co., is spending this week on a visit to the branch office in Chicago.



Kennard L. Wedgwood, American representative for Josiah Wedgwood & Sons, has arranged to sail for England May 10 on a visit to the factory. He expects to be away about eight weeks.



William Wood, commercial manager of the United States Glass Co.'s factory K., Pittsburgh, Pa., made a brief trip to New York the first of this week.



"Sandy" Fraser, traveling representative for the Beaver Valley Glass Co., stopped off in New York on Thursday en route to his home in Philadelphia from New Orleans, where he concluded a very successful trip.



W. Campbell George, of the W. S. George Pottery Co., was in New York on Tuesday consulting with the concern's local agent, H. Benedikt.



Dent A. Taylor, secretary and treasurer of the H. Northwood Co., Wheeling, W. Va., and the active head of the concern since the death of Harry Northwood, arrived in New York last week, accompanied by Mrs. Taylor. On Friday he and C. J. Dela Croix, of Dela Croix & Wilcken, New York agents for the factory, spent the day in Philadelphia attending the meeting of the Lighting Glassware Guild.



Howard C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., arrived in New York on Monday to consult with the company's local representative, Thos. G. Jones.



Ira M. Clarke, who, as reported last week, has become general manager of the New Martinsville (W. Va.) Glass Mfg. Co., arrived in New York on Monday for a week's visit.



Lieut. William M. Friedlaender, head of Oscar O. Friedlaender, Inc., who was assigned to service with the old 69th Regiment before it sailed for France nearly two years ago, returned to New York on Monday. He was severely wounded by a bullet which passed through both cheeks and took with it most of his teeth; but the

dental surgeons have been so successful in their work that one would scarcely know anything had happened to him. He has been recommended for a captaincy, and is expecting to receive word of his promotion any minute.



Waller T. Wessels, formerly salesman for J. H. Venon, but who is now engaged in another line of business, was a welcome caller on a number of his friends in the trade this week.



Henry Lazarus, an experienced Japanese goods salesman, has been engaged as Southern representative for the Taiyo Trading Co., and has just opened an office and salesroom at 220 Decatur street, New Orleans.



Frank Sebring, Jr., of the Salem (O.) China Co., paid a visit to the concern's New York representative, William Wagner, on Wednesday and Thursday of last week.



Edward J. Burdett returned last Friday after spending a week in the factory districts negotiating for lines to represent in the New York market. He has secured the agency of the Albright China Co., Carrollton, O., and expects to be able to announce others later.



Charles West, Jr., efficiency engineer for the Westmoreland Specialty Co., Grapeville, Pa., made a hurried trip to this city the first half of the week on special business for the factory.



Robert D. Miller, of Herman C. Kupper's sales staff, is spending this week in Boston, where he is corraling a nice amount of business.

MRS. GARNSEY STILL AT THE HELM.

UPON the death of E. Grant Garnsey, formerly with Marshall Field & Co., his business at Grand Haven, Mich., known as the Japana Specialty Co., manufacturers of flower holders and other specialties, was continued by his widow with the idea of his son, Lieut. E. Grant Garnsey, Jr., taking charge upon his return from France. But this was not to be, for he was killed in action in October, 1918, as we chronicled at the time. Mrs. Garnsey is now continuing the business in order to provide some of the things for her two daughters that both her husband and son had planned had they lived, and is making considerable success of the enterprise. She has lately introduced several novelties, among them a tumbler cover and plate which is finding great favor among retailers.

TO BOOST CUT GLASS SALES.

NEW HAVEN, CONN., April 23.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: The various trades have had "Dress-Up Week," "Made-in-America Week," "Gingham Week," "Lace Week," etc. Now June is coming, with its promise of weddings, the numbers of which will undoubtedly mount into the hundreds of thousands, why not designate the week of May 12th to 17th as "Cut Glass Week." Make it nation-wide, like these other drives.

The manufacturers of cut glass could help a lot. For instance, they might write up the interesting process of glass making and cutting and send the account to the Associated Press for publication in the magazine sections of the Sunday papers of the May 11th issue. Also send out letters to their customers making suggestions as to the advertising to be employed. I know that we all would reap a great deal of good from "Cut Glass Week."

Respectfully yours,

FRANK L. PLANT.

Buyer for The Edward Malley Co.

ABOLISH THE TIN SOLDIER.

MORE than one French newspaper has taken up the matter of doing away with tin soldiers as children's toys. Says a Paris paper: "When all the world has come to terms about the green table, may some foreseeing diplomat negligently ask of our enemies one last little concession, pleasant and apparently insignificant: That Germany shall agree to close all her tin-soldier factories at Nuremburg." How vast was the tin-soldier output from those factories is indicated by the fact that one woman could make 1,000 soldiers a day. A single group of shops at Nuremburg turned out 100,000,000 of these tin fighters for world markets. And there are many such shops, not only at Nuremburg, but in other cities.

Americans have been inclined to laugh at the idea that these toy soldiers do any real harm or cultivate the desire to kill. On the other hand, no one can honestly say that toy soldiers teach children to respect human life or to consider the sacrifice of life for a noble cause as a sacred thing. The youngster who laughs and shouts as he sets his gayly-painted toy men up in opposing rows and overthrows one series to make the others victors becomes fascinated with the excitement of the game, and thinks nothing of the real cruelty and injustice of war. Mothers would be horrified if someone presented their children with little tin people to be run over by toy railroad trains or drowned in toy pools. Civil death is not considered a game to be played at and laughed over. Why should military death be less respectfully regarded? The case against the warlike toy is convincing enough to anyone who stops to think. Better supply our children with toys representing happy, constructive living than train them

to be entertained by toys of aggressive warfare and destruction.

TRIED TO STEAL MARBLE STATUE.

CLOSER co-operation on the part of the stores, the police, the district attorneys and the courts is said by an executive of a local retail store to be reducing sharply the losses of the merchants from shoplifting. While 1918 was the worst year ever experienced in this respect, he said a notable change has been seen since the beginning of 1919.

"Regardless of whether it was due to the psychological effect of the war, or to the belief that in wartime the vigilance of the store and the authorities is relaxed," he went on, "it is a fact that losses from thefts of merchandise last year reached the largest figures yet seen. Since the stores have organized to combat this evil, however, and have had in their efforts more complete co-operation of the various departments and courts that have to do with the capture, prosecution and punishment of offenders, there has been a marked change for the better. The publicity that was given to the matter at the time the stores' organization was formed, and the practical assurance that conviction on the charge of shoplifting now means a prison term in place of a fine or a suspended sentence, has acted as a deterrent on many a shoplifter, whether professional or amateur.

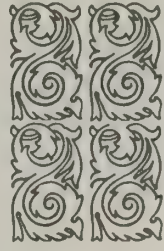
"To me, one of the most peculiar things about shoplifting is that the bulk of it is done by women who ought to know better and who could well afford to pay for the articles they take. It has been my experience to find that comparatively little stealing of merchandise is done by young girls, and less still by men. Unless a man is so drunk that he does not know what he is doing, or unless he is a drug addict and will do anything to get money with which to buy his favorite 'dope,' he is not likely to bother the stores much.

"When a man does set out to 'trim' a store, however, he does not fool with the kind of stuff that women steal. He goes in for the bigger things. One of the most ambitious attempts at shoplifting I have ever heard of took place in this store several years ago. In this case a man was caught as he left the store carrying a sizeable marble figure over his shoulder. He had come into the store wearing a cap, which he stuffed into his pocket before entering the department where these things are sold. In a big store no one knows all the other employees, and a bareheaded man is very apt to be taken for one. Consequently, when this fellow swung the statue on his shoulder and walked out those who saw him probably thought he was taking it to the delivery department. If his cap had not worked partly out of his pocket, and if it had not been seen by a store detective, he would easily have got away with his prize."



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



THE newest achievement of the Postoria Glass Co. shown by John Nixon at 141-147 Fifth avenue is known as satin pearl glass, in a line of vases which also introduce some entirely new shapes. The metal is a cloudy milk-white, with a rich iridescent effect, further enhanced by gold-incrusted borders and bands in varied treatments—one, for instance, having long figures extending down the sides of the vase. Two low-footed vases for sweet peas or violets with flat coin-gold bands are also highly artistic.

A window of the Royal Copenhagen Porcelain Co., 563 Fifth avenue, which attracted the attention of passers-by last week contained a series of fairy tales told in porcelain sculptures by the well-known Danish artist, H. C. Andersen, arranged by Manager Axel G. Lober, who is a past master at the art of window dressing. They are wonderfully interesting examples of expert workmanship and artistic coloring.

A timely offering from the Corona Cut Glass Co. now on display at the salesroom of H. Benedikt is an exceptionally pretty line of grape-juice sets with covered jugs and handled tumblers. Two light cut designs are shown, both offering good values for the money.

As refreshing as a breath of springtime is the new "Forest" line of fern dishes, vases, jardinières and other articles from the S. A. Weller pottery now on view at the showroom of Charles H. Taylor. Winding, wooded pathways, blossoming trees, babbling brooks, hills and dales, are reproduced in the embossing, and the coloring is as true to nature as it is possible to get it.

On another page of this issue the Taiyo Trading Co., 101 Fifth avenue, advertise "a bird of a seller" in the stork cigarette box. A saucy-looking stork perched on the edge of the box stoops and picks up a cigarette when the smoker presses a lever at the side. The box is in black lacquer with a characteristic Japanese decoration in gold, the bird and other parts being in highly-

polished nickel. It is carried in stock for immediate delivery.

The Dickar Corporation, Eastern distributors for "No-nik" patented glassware, has established commodious sales offices in the Times Building, Forty-second street and Broadway, where is displayed a complete line of the non-chippable tableware and soda fountain goods. I. R. Ratner, of the concern, has designed many new shapes that are proving popular with the soft drink and restaurant trades, where the saving in breakage is greatly appreciated. Buyers who are not familiar with the line should investigate it.

A new treatment in the United States Glass Co.'s beautiful No. 14185 line of stemware was placed on exhibit by Manager Ed. Craig at the concern's New York office in the Albemarle Building last week. The shape, a reproduction of an old Venetian style, is very quaint—a low foot and straight flare. It has proved an excellent seller with the better class trade in a coin-gold band with a fruit cluster pattern in transparent colors set at intervals between two gold hair lines. The colored portion of the design may be viewed from the inside of the pieces as well as from the outside with the same effect. The line is complete, including finger bowls.

Herman C. Kupper, 52 Murray street, carries in stock fifteen designs in the celebrated Ahrenfeldt china which have established themselves as ready sellers wherever shown. They include conventional decorative styles as well as several that are radical departures from the usual type of treatments. The line for import, including dinnerware, short lines, and fancy articles, is also distinguished for its originality, and will be found most interesting to dealers in quest of that quality.

The Central Glass Works' attractive "Chippendale" ware has been augmented by the arrival of a number of additions to the line which are now on dis-

play at the local salesroom in the Albermarle Building, Twenty-fourth street and Broadway, in charge of A. P. Doctor. Among the items is a high-footed comport, a new restaurant sugar, and an individual olive or nut dish. Then there is a tall, tapering oil and vinegar, as well as a bulged squat shape, both of which are exceedingly good.

A CAUSTIC REBUKE.

THE "Bulletin," issued by the Pennsylvania Manufacturers' Association from headquarters in Philadelphia, commented in a recent issue as follows on a subject of vital importance:

"We have had during the past months a good deal of what we may call subserviency to labor. First, Congress was held up by the railroad brotherhoods, and surrendered to 400,000 of the highest paid workers in the world, who were given a very material wage advance, while a million and a half of other railroad workers were then given no attention. That was the signal for all the subsequent threats and strikes which in a large measure have been acceded to by a generous Government in the midst of national peril and a war for humanity. The cry of labor agitators was, 'Get it while you can.' But now the war is over, and calm and deliberate counsel should take the place of excitement and frenzy.

"Surprising, then, it is to read that one of the highest federal officials in this city should, in a talk before a business organization, resort to anarchistic terms in discussing the coming duty of employers:

"The workingman is entitled to all he can get."

"There can be no free men if the demand for labor does not exceed the supply."

"Give work to all who want it, and give them more money."

"Unless you establish justice for the workingman, he'll get up and take what you have."

"We could hope that this high officer of the administration might be misquoted. If so, he should sue the paper so reporting him for libel. If he was correctly reported he should be with the other I. W. W.'s now serving sentences. This sort of talk is not going to help what may be a difficult and delicate situation.

"Why is the workingman entitled to all he can get? Is the doctor entitled to all he can get? Should he demand an exorbitant fee and withhold advice, operation or medicine till he gets it? Should the clergyman refuse to give comfort or to join in wedlock or bury the dead till he gets whatever he may demand? Is anyone entitled to what he can get through threat or strike or refusal to administer a needful service? What sort of society or government would we have, based on such a principle?

"But our anarchistic agitator does not stop here.

He goes even further and demands that work, whether there is work or not, be given to the man who 'is entitled to all he can get.' And if all this is not done, then 'the workingman will get up and take what you have.'

"And yet business men ask such a man to address them, and listen to twaddle that would be absurd and ridiculous if the circumstances were not so serious and conditions so menacing. Such a man, if a mistake were made in the invitation, should have been stopped and ejected from the place.

"The workers of the country are entitled, not to what they can get, but to what they can earn. They should not take less, nor want more. Nor would it be profitable for business, or for the workers themselves in the end, to furnish artificial employment that was not based on supply and demand. As for the workingman 'taking what you have,' that is anarchy pure and simple, and the man who expectorates such froth should be safely interned.

"Labor abroad and at home has helped to fight and win a war for democracy and humanity; Kaiserism and brute force must now give way to justice and equity, to counsel and judgment, to fair play all around. We are entering a new era, and we believe that we are going to get together and stay together in every industry and profession. There should no longer be a place for the professional agitator or the Socialistic seeker after notoriety."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under "Personal," the following buyers were reported in the city this week:

C H Clark, hf, c, Howland D G Co, Bridgeport, Conn. 404 Fourth ave.

G A Brock, c, g, l, Brock & Co, Los Angeles. Pennsylvania.

C M Butler, hf, Howe & Rogers Co, Rochester, N Y. Commodore.

L Teschinger, c, g, Houston, Tex. Cumberland.

O A Pealer, hf, Berwick (Pa) Stores Co. Breslin.

H J Neff, t, B Lowenstein & Bros, Memphis, Tenn. 225 Fifth ave.

J L Lynch, hf, J Bacon & Sons, Louisville, Ky. 23 East 26th.

J Kehoe, s, Meier & Frank Co, Portland, Ore. 211 Fifth ave.

F L Gavitt, c, H B Gavitt Co, Westerly, R I. Continental.

G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

C J Robinson, g, c, Jordan-Marsh Co, Boston. 432 Fourth ave.

K DeLund, c, g, Bullock's, Los Angeles. 95 Madison ave.

J MacFarquhar, t, S Kann, Sons & Co, Washington, D C. 452 Fourth ave.

— THE —
Homer Laughlin China Co.

East Liverpool, Ohio.

Newell, W. Va.

T M Walshe, hf, George McBain Co, Roanoke, Va.
432 Fourth ave.
Miss Callaghan, t, Wm Filene's Sons Co, Boston. 116
West 32d.
G Debus, s, W Hengerer Co, Buffalo. 2 West 37th.
W B Shockley, hf, t, c, g, J B Ivey & Co, Charlotte, N
C. 6 West 32d.
S Blum, s, Cahn-Coblens, Co, Baltimore. Herald sq.
H Cole, hf, Wilmington Furniture Co, Wilmington, N
C. Herald sq.
W T Mitchell, hf, c, g, Duffy-Powers Co, Rochester,
N Y. 470 Fourth ave.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the con-
sular district of Stoke-on-Trent, England, to the
United States during March amounted to £41,741.

EXPORTS.

FOLLOWING are the exports of earthen, stone and
china ware amounting to over \$100 during the
month of February:

| | China ware | Earthen and Stone ware |
|--------------------------------|------------|---------------------------|
| Norway..... | | 478 |
| Portugal..... | | 235 |
| England..... | 25 | 158 |
| Bermuda..... | 193 | 3 |
| British Honduras..... | 246 | |
| Canada..... | 4,224 | 15,455 |
| Guatemala..... | 1,603 | 2,875 |
| Honduras..... | 1,093 | 1,446 |
| Nicaragua..... | 1,861 | 402 |
| Panama..... | 2,149 | 2,670 |
| Salvador..... | 181 | 118 |
| Mexico..... | 6,025 | 3,707 |
| Newfoundland..... | 307 | 63 |
| Jamaica..... | | 215 |
| Trinidad..... | 23 | 166 |
| Other British West Indies..... | 32 | 208 |
| Cuba..... | 6,101 | 9,179 |
| Virgin Islands..... | 103 | 63 |
| Dutch West Indies..... | 160 | 17 |
| French West Indies..... | 110 | 1,085 |
| Haiti..... | 279 | 1,964 |
| Dominican Republic..... | 135 | 637 |
| Argentina..... | 91 | 176 |
| Bolivia..... | 5,696 | 1,026 |
| Brazil..... | 2,219 | 2,764 |
| Chile..... | 1,124 | 55 |
| Colombia..... | 3,064 | 1,159 |
| Peru..... | 872 | 856 |
| Uruguay..... | 779 | 512 |
| Venezuela..... | 66 | 284 |
| China..... | 284 | 419 |
| British India..... | | 593 |
| Dutch East Indies..... | 50 | 401 |
| French East Indies..... | | 656 |
| Japan..... | 7 3 | 20 |
| Turkey in Asia..... | | 1,120 |
| Australia..... | 352 | 266 |
| Philippine Islands..... | 90 | 478 |
| British South Africa..... | | 291 |

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the
first and fifty cents for each following insertion for each half
inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman wanted with good trade among restau-
rants and hotels in metropolitan district to sell china,
glassware, etc., for old-established, well-known New York house.
Answering, state experience, references, terms. All letters
treated confidentially. Address A 211, this office.

SALESMEN WANTED.—High-grade commission salesmen,
familiar with the illuminating line. Chicago, Middle West,
Southwest and Southern territories. Address A 213, this office.

SALESMAN WANTED.—One of the largest agencies in Bos-
ton, representing important pottery and glass factories,
wants high-class salesman for New England territory. Address
A 214, this office.

SITUATIONS WANTED.

SALESMAN of wide experience selling cut glass, china and
lamps will consider proposition to travel through the South
and West. Excellent references. Address A 215, this office.

FOR SALE.

CUT glass business is flourishing. Will sell a complete man-
ufacturing equipment, consisting of positively the best tubs,
pulleys, stones, spindles, frames, shafting, hoppers, motors, etc.,
ready to start up without delay, at a very reasonable price.
Better act quickly, as business is rushing. Good reasons for
selling. Address A 212, this office.

FOR RENT.

SPLENDID OPPORTUNITY for a housefurnishing store.
Only one housefurnishing store, drawing from a population
of 30,000. This store to rent is well adapted for the business,
and is in the best location in Somerville, N. J. (next to F. W.
Woolworth & Co.). Inducements will be offered to the right
party. Address F. G. THOMAS, Somerville, N. J.



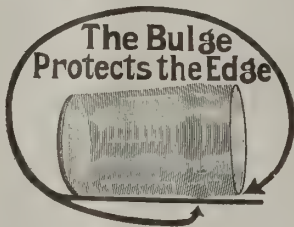
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Special Soft
Drink Styles.

NO-NIK PATENTED TABLE GLASSWARE.

EASTERN DISTRIBUTORS TO JOBBING AND EXPORT TRADE,



Times Building, 42d St. and Broadway, New York City.

CROCKERY and GLASS JOURNAL

NEW YORK, MAY 1, 1919.

CONDITION OF TRADE.

New York Wholesalers are just now experiencing the dullness that goes with the between-season period when it is too late for spring buying and too early to place orders for the fall. This doesn't mean, however, that business is at a standstill, by any means—only that it does not reach anything like the proportions of the regular buying season. Most of the business now being booked consists of "fill-in" orders to piece out until it is time for the stores to stock up for fall. Of course, the better retail business is, the larger the volume of these fill-in orders. And judging from the frequency of the requisitions received from different parts of the country, retail conditions are everywhere on the upward trend. Orders booked by the traveling salesman are also indicative of a healthy condition.

While business is good for domestic dinnerware, the New York representatives of these factories report that the orders do not come without a special effort on their part to induce the buyers to purchase—which is a decided change from a short while ago, when it took little or no urging on the part of the salesmen to secure an order. The buyers' hesitancy is not taken as indicating any slacking of the retail demand, but, rather, as due in great measure to their not thoroughly understanding the manufacturing situation, many of them believing that they will now be able to have their requirements filled on shorter notice than heretofore. Shipments are moving forward somewhat better in most cases, but, according to reports from the factories, it will be some time before they get back to normal con-

ditions; so it will be necessary for needs to be anticipated for awhile.

There isn't the stability to the call for glassware that most of the local agents for the factories would like to see. The condition is more or less spasmodic, not being settled to a steady demand.

A constant recovery of business, though somewhat irregular and checkered, is noted throughout the country. Improvement and expansion are the key words, both as to wholesale and retail trade, and reports from a varied list of industries are becoming more cheerful weekly. The complex and uncertain international situation, with its great problems, remains a stumbling block to the realization of full trade development, which is only awaiting its removal to go right ahead. The phenomenal status of the winter wheat crop, which should prove in both size and value far beyond all precedent, produces a buoyant feeling in agricultural circles, and strengthens sentiment the country over as to our sound basis for healthy national prosperity.

Pittsburgh and Vicinity Tumblers of all kinds, from the common variety to cut and etched, continue to be in very heavy demand.

Lighting glassware is showing some improvement in certain sections. Souvenir glass specialties are in reasonable request for this season of the year. Mail orders for the better grades of ware continue from fair to good. Portables, both gas and elec-

tric, are fairly active. Production is increasing in some plants on account of the return of workers who were either in the service or some war industry.

East Liverpool and Vicinity

The pottery trade is excellent. Mail orders are very good, and salesmen on the road have been forwarding some fine business. The production of ware is showing an increase, and bids fair to catch up with the demand. Decorated dinnerware is in very heavy request, and orders for plain white goods are about up to normal for this season of the year.

NEW FOREIGN CARGO RATES.

FREIGHT rates on general cargo established on Tuesday by the Shipping Board include \$1.25 per 100 pounds, or 65 cents per cubic foot, to Rotterdam, Antwerp, Havre and Bordeaux; \$1.50 per 100 pounds, or 85 cents per cubic foot, to Copenhagen; \$1.60 per 100 pounds, or 85 cents per cubic foot, to Marseilles, Cete, Genoa, Naples and Bilbao, and \$1.85 per 100 pounds, or 95 cents per cubic foot, to Barcelona and Valencia.

OBITUARY.

FRANK J. CHASE, of Chase & Francis, Boston, died at the Charlesgate Hospital, Cambridge, Mass., on Saturday morning last, following an operation. Complications developed, and death shattered the hope that he might once more take the place in the business world which he had filled so long and so successfully.

Mr. Chase, who was in his sixty-second year, was born in Charlestown, but since a small child had lived in Malden. His first business experience was gained with Thomas B. Newell & Co., dealers in toys, Boston. He later entered the china and glass business on his own account as senior member of Chase & Francis. Possessed of a genial personality and a thorough knowledge of his business, Mr. Chase was known to a host of friends in all parts of the United States.

The funeral was held from his late residence in Malden on Tuesday morning. The pallbearers were Joseph L. Pindar, Edward J. Knoblock, John W. Murphy, Thomas M. Moriarty, Waldo B. Bowker, Frank C. Smith, John H. Cosgrove and David P. Rossiter.

The esteem in which Frank J. Chase was held was shown by the attendance at his funeral and the large number of floral offerings, and by the many letters which have been received by Mrs. Chase and his partners. Henry P. Knoblock and George McNicol

made the journey from East Liverpool to pay a last tribute of respect to the memory of their friend. Among those who sent floral offerings were the Potters' Co-operative Co., East Liverpool; D. E. McNicol Pottery Co., East Liverpool; F. N. Joslin Co.; Harry McNicol, East Liverpool; S. E. Jordan Brush Co.; National Mfg. Co., Worcester; Joseph L. Pindar, and E. J. Tucker. Among the letters of condolence were those from the Taylor, Smith & Taylor Co., the D. E. McNicol Pottery Co., J. Guy Hawthorn, with John Wanamaker, Philadelphia; Edwin Hills, Plainville, Conn.; A. C. Goodell Co., Antrim, N. H.; the National Mfg. Co., Worcester, and the Potters' Co-operative Co., East Liverpool.

The business of Chase & Francis will be continued by Joseph L. Pindar and E. L. Tucker, who for many years have been associated with the deceased.

Henry W. Patterson, of the Smith-Patterson Co., jewelers and silversmiths, died at his home in Boston on Tuesday. He had been engaged in business there since 1868. Deceased was a director of the National Jewelers' Board of Trade of New York.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- H Wagner, hf,c,t, N Frank's Sons, Ogdensburg, N. Y. 44 East 23d.
- C H Bidelman, c,g,hf, H B Graves Housefurnishing House, Rochester, N. Y. Commodore.
- J R Irwin, c,l, Boggs & Buhl, Pittsburgh. 1140 Broadway.
- L J Wagner, t, J N Adam & Co, Buffalo. 2 West 37th.
- J M Postley, hf, Baltimore Bargain House. 354 Fourth ave.
- F Larsen, hf,s, Frederick Larsen & Co, Copenhagen. Biltmore.
- C O Leisler, t,hf, Alms & Doepke Co, Cincinnati. 350 Broadway.
- H E Griffith, t, Federman Dept Store, Akron, O. 116 West 32d.
- E G Levy, s, Hillman's, Chicago. 277 Fifth ave.
- J A McKelvey, hf, F M Arbaugh Co, Lansing, Mich. 432 Fourth ave.
- Miss C Schmaus, t, Rothschild Bros, Ithaca, N. Y. Collingwood.
- F S Clark, hf, Clark & Sherrill, Pittsfield, Mass. Breslin.
- J H Harris, c,g, Kaufman Dept Store, Pittsburgh. 1261 Broadway.
- H A Miller, c,g, Pittsburgh. Broztell.
- C A Bland, t, Newcomb-Endicott Co, Detroit. 200 Fifth ave.
- W J Brooks, s, Jordan-Marsh Co, Boston. 432 Fourth ave.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Some local potteries have sufficient business on hand to insure steady operations for at least six months.

Others report from three to four months' business on file. The existing condition has not been so agreeable for months. There is ample work in the different plants for all who desire it, manufacturers are experiencing no trouble in obtaining raw materials, and the fuel situation is excellent. There is therefore no doubt of a very active season ahead.

* *

Buyers continue to visit the district—some having made two or three more trips since January. This bears out our statement at the time that orders would be placed with more frequency during the year. Among recent visitors were W. P. Briggs, for Sibley, Lindsay & Curr, Rochester, N. Y.; Julius Herzberg, for S. Kann, Sons & Co., Washington, D. C.; Charles Herman, for A. Eisenberg, Baltimore; J. Guy Robinson, for Kinney & Levan, Cleveland.

* *

General Manager Bailey, of the Shenango China Co., has resigned his position to take the management of the plant of the Bedford (O.) China Co.

* *

Zed T. Smith has left on a Western trip for the D. E. McNicol Pottery Co.

* *

The announcement that the Liberty Transit Co., operating a line of boats between Pittsburgh and Cincinnati on the Ohio River, had reduced its freight rates fifteen per cent has caused a number of Southern buyers to order their shipments by this route. The decreased rate is operative on all merchandise coming under and between the first and sixth class, and includes glassware as well as pottery.

* *

Letters were received by the trade here a few days ago from J. P. Ross, pottery and glass buyer for the Jewell Tea Co., Chicago, announcing his retirement from that position with the Jewell organization. He

will continue a stockholder and director in the company, of which he was one of the founders. It is not yet decided who will succeed Mr. Ross as buyer of these lines. He has been a frequent visitor in this district, and is well known among salesmen and manufacturers.

* *

Within a few weeks decal salesmen will be ready to show new designs for 1920 trade.

* *

Harry Frank, of the Pittsburgh office of the Meyer-cord Co., was a recent visitor here, making his headquarters with T. P. Ferguson, manager of the local branch.

* *

Stocks of plain white ware in local warehouses are not extensive. Occasionally there may be an excess amount of this or that item, but such surplus does not last long. The ware is being worked through the various departments in quick order, and shipments quickly follow.

* *

When Lieut. J. Donald Thompson, secretary of the Thompson Pottery Co., returned home here late last week from a hospital in New York he learned for the first time that he had been promoted to a captaincy since leaving his regiment, the 322d Field Artillery, now stationed at Coblenz. The news of his advancement was received from Malcom Thompson, who is at Oxford University, England, and who has been keeping in close touch with the 322d. Capt. Thompson was wounded just a few hours before the signing of the armistice. He is still in the service.

* *

As the season advances there is an increasing demand for garden pottery. A number of new designs in this class of ware are being shown by dealers.

* *

The "Mayflower," the popular dinner shape of the Edwin M. Knowles China Co., is having a remarkable demand this season. Only a small number of new treatments were shown on this shape in January, the

former open stock patterns continuing to be in active request.

Fred Kline, Southern salesman for the Knowles, Taylor & Knowles Pottery Co., is expected at the home office within a few days. He has been out since early in February.

The demand for hotel ware continues. During the latter part of February and early in March a decided lull was experienced in orders, and stocks in the hands of the jobbers and dealers at that time were reported heavy. There was therefore little wholesale buying. Since then, however, the dealers have been gradually working off these heavy stocks, and orders for new merchandise are now being received. In fact, the general demand for hotel ware, from a manufacturing standpoint, is steady, and practically up to that of normal times.

All lines of jugs are selling well. Department stores are liberal buyers of covered jugs just now, specifying assorted decorations and sizes.

TRADE BOARD LIFTS WAR BLACKLISTS.

THE most important relaxation of trade restrictions since the signing of the armistice has been directed by the War Trade Board in an order wiping out the blacklists set up under the provisions of the Trading With the Enemy act, which has been in effect since October 6, 1917.

The lists at one time contained the names of thousands of enemy-controlled financial, industrial and public utility interests in other than actual enemy countries. While the restrictions were in force, communication with such firms was forbidden under a penalty of a fine of \$10,000 or ten years in prison, or both.

With the decision now reached—the initial action was taken by the Supreme Economic Council at Paris—relations may again be had with the firms which were on the blacklists, and commodities may be shipped freely to them. It is understood that the financial control of the firms will not enter into the decision as to how much material may be shipped, and that quantity will be regulated only by the need for conservation at home and the amount of available tonnage.

The text of the order follows:

Acting concurrently with the competent authorities of the Associated Governments, the War Trade Board announces that on April 29, 1919, all enemy trading lists heretofore issued or compiled by the War Trade Board will be withdrawn. On and after April 29, 1919, all disabilities heretofore attached to trade and communication with persons included in such lists shall

cease to operate, and all persons in the United States will be authorized, subject to the other rules and regulations of the War Trade Board and except as herein-after provided, to trade and communicate with all persons outside of the United States with whom trade and communication is prohibited by the Trading With the Enemy act.

ENEMY COUNTRIES NOT INCLUDED.

The foregoing action does not modify or affect in any respect the present restrictions against trade and communication between the United States and Germany or Hungary, nor does this action authorize trade with respect to any property which heretofore, pursuant to the provisions of the Trading With the Enemy act as amended, has been reported to the Alien Property Custodian or should have been so reported to him, or any property which heretofore, pursuant to the provisions of said act, the Alien Property Custodian has seized or has required to be conveyed, transferred, assigned, delivered, or paid over to him.

The Associated Governments, in taking the foregoing action, have reserved the right to reissue the Enemy Trading List, and to revive the disabilities hereinabove mentioned, should such action become necessary. VANCE C. MCCORMICK, Chairman.

The order of the War Trade Board does not affect merely the interests which are enemy controlled in the Latin-American countries, but takes in the neutral nations of Europe as well. It is generally believed here that the lifetime of the restrictions will result in larger trade relations as rapidly as tonnage is found.

Communication with interests within the enemy countries—Germany and Hungary—are, of course, forbidden, at least until there is a formal declaration of peace. Agreements with neutral nations concerning the re-shipment of commodities into Germany and Hungary will remain in force.

The licensing system of the War Trade Board will remain effective for the present, and shipments will be subject to regulations; but this is said to be largely a matter of form, in view of the action taken by the allied authorities at Paris.

SURE, WE CIRCULATE IN FOREIGN COUNTRIES.

MERIDEN, CONN., April 26th, 1919.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: We think it might interest you to know that we have received our first foreign inquiry traceable to our advertisement in the CROCKERY AND GLASS JOURNAL. This reaches us from Port Alegre, Brazil, and would indicate your circulation in foreign countries. This is a new development with your journal, and we certainly wish you success, and believe that you could logically follow this up with very good results.

Originally trade journals advertised everything from a toothpick to an automobile, and it naturally could not be as effective as a distinctly class paper which would appeal to the dealers in those lines.

Yours very truly,

EDWARD MILLER & Co.

A. G. GOLDEN,
Manager Export Department.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Many glass manufacturers have during the past month received inquiries from customers asking for an opinion concerning the future of the industry. In the majority of instances the manufacturers have replied that "the market is showing considerable more stability in regard to prices, and evidence is at hand showing that confidence is fast being restored. This is resulting in an increased business on many lines." While the demand for staples in glass has been very slow for some time, a revival is now reported. The selling market is firm at prevailing prices, and will continue so as long as raw materials and labor costs stay at current quotations. Many buyers are now realizing that to hold off purchasing is only causing a loss in trade to themselves, and therefore they have started to go over their stocks and are sending in orders.

Wholesale druggists have been very liberal buyers of late of opal glass soda fountain requisites. They have been pushing the line this season, and the result has been the displacement of the crystal equipment in many instances.

Foreign inquiries for American-made glassware were active last week, requests for samples and prices being received by manufacturers in this district from England, New Zealand and France.

The controlling interest in the Jeannette (Pa.) Glass Co., held by A. W. Crownover, who was also general-manager of the business, has been sold to Earl W. Baum, Isaac Ambler and J. M. Lightfoot, all of Jeannette.

Every glass and pottery manufacturer in Ohio and Western Pennsylvania is deeply interested in the action that is to be filed in the courts here within a few weeks by the State of Pennsylvania against the State of West Virginia. The first step in the suit has been taken by Governor Sproul of Pennsylvania, who has signed the

joint resolution authorizing the Attorney-General to fight the gas transportation bill recently passed by the West Virginia legislature. The State of Ohio plans similar action. The West Virginia measure places an embargo on gas out of the State.

The sales department of a local glass concern here was advised by its Southern representative early this week of plans having been drawn for the erection of fourteen hotels in as many different towns and cities in the South.

Drilling for oil on the property of the United States Glass Co. at Glassport, Pa., has commenced. Recently other industrial concerns in that vicinity have been successful in oil drilling, and the "States" decided to have a try. It has locations for several other wells marked off in case the present one does not yield sufficiently.

Manufacturers of portable lamps are not much concerned over the luxury tax now effective. They say the subject is one for the retail dealers to deal with. While the stores carry many marked at twenty-five dollars and upward, the greatest demand is for the popular-priced kind.

Sales managers of factories featuring packers' goods say there is no falling off in orders due to the recent freeze, which killed fruit in many districts. Jar manufacturers continue to receive liberal orders from jobbers and department store buyers.

Flower vases show a rather active movement this week. The demand for bud vases also shows an improvement over that of last month.

Credit managers of glass plants in Pennsylvania have been advised that a bill has just been signed by the Governor which makes it a misdemeanor for "any maker with intent to defraud to draw a check, draft or order when such person has not sufficient funds or credit with the depository upon which the paper is

drawn." The bill was designed to protect manufacturers and dealers, who from time to time have suffered severely from sharp practices used in obtaining merchandise.

With the State of Ohio going "dry" May 24, the demand for soda fountain glassware is increasing.

Quite a good business is being received from Southern buyers for decorated water sets.

The thirty days' grace for the payment of the last assessment of the Western Glass and Pottery Association expired Wednesday. Secretary W. W. Lang has been assiduous in notifying the members of the time limit for paying, with the result that there are no delinquents.



Thomas H. Swartz, of Wheeling, was in Bellaire, O. in Bellaire last week conferring with a number of business men relative to securing a site for the Wilcox glass plant, a \$300,000 corporation recently organized by Wheeling and Bellaire capital. The project was referred to the Bellaire Business Men's Association, and will be pushed to a definite conclusion. The Wilcox Glass Co. derives its name from A. C. Wilcox, who has invented an automatic glass-blowing machine which is said to dispense with all labor from the time the molten glass enters the machine until it is delivered to the packing room in finished form. The company was organized to manufacture the machine as well as a varied line of glassware.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 1, 1919

HAVRE

Str. La Touraine, April 25.

| | |
|----------------------|-----------------|
| 2 packages toys..... | A Murphy & Co |
| 1 " " | Blackstone & Co |
| 2 " " | S Richter |

Str. La Lorraine, April 28.

| | |
|---------------------------|---------------------------|
| 9 packages glassware..... | C B Richard & Co |
| 3 " " | Snow's, Ltd |
| 6 " chinaware..... | A Warne & Co |
| 4 " toys..... | Downing's Foreign Express |

BORDEAUX

Str. Chicago, April 29.

| | |
|----------------------------|---------------|
| 15 packages chinaware..... | Gimbel Bros |
| 5 " " | Alpers & Mott |

FOVEY

Str. Tajima Maru, April 30.

| | |
|------------------------------|---------------------|
| 209 packages china clay..... | Perkins Goodwin Co |
| 315 " " | Hammill & Gillespie |
| 241 " " | Morey & Co |
| 1287 " " | Moore & Munger |

LIVERPOOL

Str. Belgic, April 25.

| | |
|-----------------------------|---------------------|
| 8 packages earthenware..... | Meakin & Ridgway |
| 1 " " | W H Plummer & Co |
| 5 " " | T S Todd & Co |
| 7 " " | G W Sheldon & Co |
| 2 " " | Maddock & Miller |
| 6 " " | L A Consmiller |
| 1 " " | Geo Borgfeldt & Co |
| 23 " " | E Boote |
| 5 " " | A J Fondeville & Co |
| 10 " " | G F Bassett & Co |
| 46 " " | W S Pitcairn |
| 1 " chinaware..... | Tiffany & Co |
| 8 " " | Alpers & Mott |
| 1 " glassware..... | Tiffany & Co |

ROTTERDAM

Str. Amsteldyk, April 29.

| | |
|----------------------|---------------------|
| 2 packages toys..... | Basket Importing Co |
| 5 " glassware.... | W R Noe & Sons |

MEETING THE LUXURY TAX.

IN view of the reluctance of the Bureau of Internal Revenue to settle some of the vexing questions arising out of the luxury tax, the National Retail Dry Goods Association has issued a bulletin on the new law instructing its members to decide for themselves how they can comply with it, as they understand it, with as little inconvenience and disarrangement of their normal business processes as need be, and then to proceed upon that basis.

If afterward the Internal Revenue Bureau, the official instructions read, decides it wishes the taxes handled in some other way, it will be up to the bureau to make its methods understood and to enforce them.

Some of the methods used by leading stores to comply with the tax regulations are explained to the members for their guidance. The simplest method used is where a card is provided for the salesperson to fit to the sales book calling attention to the fact that when goods in that department are sold at higher than stipulated prices a tax of ten per cent on the excess amount must be collected. This saves figuring and refiguring the tax on goods as they are marked up or down.

A number of houses have decided upon marking the sales tickets with the amount of the tax. The clerk enters the sales price, the tax and the total. The audit department credits the sales department with the value of the articles sold and the Interval Revenue Department with the tax.

It is deemed advisable that a special account be opened for each section of the bill under which it is expected to collect taxes. This method is recommended because it will facilitate examination by the Government and the audit on the part of the taxpaying houses.

In these two methods the first plan will not distinguish taxable merchandise in any way from the non-taxable. In the second case, the tax is marked on the ticket. Money paid out in refunding taxes on goods returned will be deducted from the amount of taxes returned to the Treasury Department.

The question of when taxes must be paid upon goods of a taxable nature which are sold on the installment or deferred payment plan probably will hinge, it is pointed out, upon the question of when the title passes. Most concerns doing business of this character have provisions in their sales contracts retaining title until the final installment has been paid. Such a clause, it is understood, will protect the store from the need of paying taxes as soon as the goods have been selected by the deferred-payment customer.

AT CHICAGO.

BUYERS from out of town have been few during the week, but factory representatives on the road are doing a remarkable business, securing orders for both immediate and future delivery. The demand seems to be for all sorts of crockery, glassware and housefurnishings, while lamps are having a run such as they have never before experienced at this season of the year. The demand is for both floor and table lamps, and glass as well as silk shades are in vogue. The better grades are in most request. There is a growing aversion to the cheap-looking lamp. The kind that is priced to bring it just within reach of the average pocket-book is what is wanted.

* *

Ed. Downey, of the Brush-McCoy Pottery Co., Zanesville, O., was at the Palmer House last week.

* *

The most interesting trade event of the week was the annual convention of the National Foreign Trade Council, which was held at the Congress Hotel. The convention lasted for three days, and covered a wide range of topics having to do with foreign trade. The purpose of the meeting was to discuss ways and means of increasing and making more profitable the export business of American manufacturers. The discussion bearing on banking and credits proved very interesting, and as a result a scheme is to be worked out whereby it will be possible for the small as well as the large manufacturer to fill an order from a foreign customer without risk. One of the features of the meeting was the presence of a delegation from Russia. The agents said they were ready to deposit gold in the banks of this country to secure payment for merchandise of nearly every description. Housefurnishings and specialties are particularly needed. The delegates said

that as soon as this Government raised the blockade a profitable trade with the manufacturers of this country can immediately be started.

* *

The factory force of the Century Cut Glass Co. has been augmented by the return of several workers from army service. Experienced cutters are scarce and in demand.

* *

Robbers entered the plant of the J. H. Stouffer Co. on Calumet avenue last week, and secured eight dollars and some postage stamps after blowing open the safe with nitro-glycerine. That they did not make a better haul is due to the fact that several thousand dollars were banked the previous afternoon.

* *

The McAnulty Co. will make alterations in its display room for the purpose of showing the samples of the Wellington Glass Co., for which it recently became local representative.

* *

The Colonial Cut Glass Co. has opened a store at the corner of Halsted and Sixty-third streets. This is the most ambitious attempt which has ever been made on the South Side to sell cut glass and hand-painted china exclusively at retail.

* *

F. J. Simmers, president of the Hall China Co., East Liverpool, paid a visit to the city during the week.

* *

Fred Renner, of the Joliet (Ill.) Dry Goods Co., was purchasing merchandise in the city during the week.

* *

Peter Rinkin, buyer of china and glassware for the Boston Store, has returned to the city after a trip through Eastern territory.

* *

Lloyd Bryant, of the United States Glass Co.'s force at Tiffin, O., was one of the visitors at the Chicago office this week.

* *

Hugo Polachek, buyer for Gimbel Bros., Milwaukee, was in the city for several days during the week.

* *

The National Jewelers' Board of Trade, which is the credit bureau used by a number of cut glass concerns doing business with the jewelry trade, will move May 1 from the Mallers Building to the Garland Building.

* *

Sperry Darden, son of W. T., will become associated with his father in the business of W. T. Darden & Co. upon his discharge from the army, which will take place in a few days. Sperry was with Albert Pick & Co. when the war broke out.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS:
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MECHANICAL DEPT.
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MAY 1, 1919.

BUYERS STAND IN THEIR OWN LIGHT.

ONE of the complaints quite frequently heard among traveling salesmen is the difficulty they experience in many instances of persuading buyers in the cities they visit to come to hotels to look at their lines. Sometimes the buyers will promise to come, but fail; and when asked on the 'phone why, reply in an indifferent manner that they can not afford the time, or that it is a little out of their way, or give some other excuse.

One salesman had an experience of this kind with a buyer whom he was particularly anxious should see his new patterns. Receiving an answer something similar to the above noted, he asked the buyer whether he would let half an hour of his time stand in the way of seeing one of the best lines on the market, when he would spend a couple of months, a great many dollars, and put up with all sorts of inconveniences, visiting the European markets.

The buyer changed his mind, looked over the line, and bought. The salesman had brought home to him—inferentially, of course—the fact that he was simply lazy.

This complaint is not confined to the road, by any means. On the contrary, it is frequently heard in New York, where the most expensive showrooms are maintained for the convenience of buyers. One of the best-known representatives in the business says: "If one were to know how few buyers take advantage of the opportunity my display room gives them to see the com-

plete lines of goods made by my factories it would be a great surprise."

Buyers who think they are so thoroughly familiar with every line on the market that it is only necessary for them to see it once a year, or less, are overestimating their abilities.

PERSONAL.

THE patriotic fervor of "Eddie" Hammond knows no bounds. His only regret is that he has but seven windows to donate to the cause. Having generously contributed that on the Fifth avenue end of his showroom to the Mayor's Committee on Decoration, he has become so attached to the beautiful plastic group placed there, and which so effectively hides the street from his view, that he welcomed with open arms a representative from the Victory Loan Committee who asked that he might decorate the remaining windows on Twenty-third street. These are just enough to spell out the word "Invest," using a letter for each window.



Philip L. Carbone, president of Carbone, Inc., Boston, who sailed for Europe February 8, cables that he has been highly successful in his quest for artistic Italian pottery and glassware, and is dispatching shipments to arrive early in May.



Lambert Dorflinger, secretary of C. Dorflinger & Sons, spent the latter half of last week on a visit to the concern's factory at White Mills, Pa.



Guy Hawthorn, buyer for the John Wanamaker store, Philadelphia, paid a brief visit to New York on Friday of last week.



William A. Edmunds, well known in the trade as a lighting glassware salesman, and who has been stationed at Camp Upton since his return from France in March, was discharged from the service last Saturday and is considering two or three offers to get back in his old line again. He knows the game well, and will make a good man for the concern that secures him.



Frank P. Judge, Jr., of the National China Co., Salineville, O., was a visitor in New York for several days this week consulting with the factory's representative, H. Benedikt.



W. B. Shockley, buyer for the J. B. Ivey Co., Charlotte, N. C., left for home Monday night after spending ten days in the local market, principally

making purchases for the concern's toy department, which he has just taken over in addition to the china and glassware. Mr. Ivey, of the firm, has heretofore bought the toys, but has relinquished the task in favor of Mr. Shockley. This is the latter's second trip to the New York market within a short while—which looks as though business was pretty good.



Captain J. H. Venon, the well-known importer, who has been in France for the past seventeen months with the American Red Cross, arrived home on Tuesday aboard the "Helig Olaf." He is in fine health and spirits, and never looked better, as the result of his life in the open for so long. He will have a statement to make to the trade later relative to his early resumption of active business.



Walter Royce, of the Susquehanna Cut Glass Co., Columbia, Pa., arrived in New York last week after thirteen months' service in France. He is recuperating from a recent illness, and was sent to the debarkation hospital in the Greenhut building, from where he hopes to be sent to a camp near his home to await an early discharge, so that he may resume his duties at the factory. He was allowed to go out for an occasional walk last week, and took the opportunity of calling on some of his friends in the trade here.



Leon Moses, buyer for the Palais Royal, Washington, D. C., arrived in New York on Monday to spend the week here placing orders.



A postal from W. G. Benedikt, merchandise manager of the china, glass and housefurnishing departments of L. Bamberger & Co., Newark, N. J., says he had just paid a visit to the Morimura china factory at Nogoya, Japan, which he describes as exceeding by far his greatest expectations.



I. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y., spent Monday and Tuesday on business here, and was the recipient of much sympathy in the sudden death of his father, which occurred at his home at Kingston, N. Y., last week.



R. J. Wylie, who travels in the interest of Ebeling & Reuss, Philadelphia, passed through New York on Wednesday en route to New England, where he will spend a few weeks calling on the trade.



E. B. Stone, Jr., son of the secretary and treasurer of the Athens Glass Co., Morgantown, W. Va., who has been with the 15th Engineers Corps in France for the past year, arrived in New York last Saturday and

is now stationed at Camp Upton, from where he expects to be transferred to Camp Sherman, Chillicothe, O. He was enjoying the sights of New York during a two days' furlough the first of the week, and as this was his initial visit here the experience was very pleasant.



F. O. Shattuck, traveling representative for George F. Bassett & Co., arrived in New York on Monday after completing a trip through New York State and Pennsylvania and left on Tuesday night for a tour of the New England States, where he will spend two or three weeks calling on the trade. He will then go to his home at Burlington, Vt., and rest awhile, incidentally doing a little fishing, a sport of which he is very fond, before starting out on his campaign for fall business.



J. W. French, traveling representative for John Davison, returned the latter part of last week from a very satisfactory road trip, and immediately made arrangements to sail on the Aquitania this Saturday for England, where he will visit the various English factories represented by his concern in this country.



Jack A. Goslar, formerly with Burley & Co., Chicago, for whom he covered the Southern States, has associated himself with the Mitchell, Woodbury Co., Boston. Jack will carry the firm's hotel lines through his old territory in the South and the larger cities of the West, featuring special decorations.



A cablegram was received this week at the office of William S. Pitcairn, who is in England on a visit to the factories which he represents in this country, stating that he would sail for home on Saturday aboard the steamer Royal George, which is due to arrive in New York May 11.



James Bryce, former superintendent of the United States Glass Co.'s factory E, Pittsburgh, and son of Marion G. Bryce, head of the company, who has been in Italy as a member of the U. S. Ambulance Service, arrived home on the steamer Duca d'Abruzzi last Wednesday and is now at Camp Dix, Wrightstown, N. J., where he is awaiting his transfer to a camp somewhere nearer Pittsburgh, from where he hopes to get an early discharge, so that he may resume his duties at the factory.

LOAN WORKERS HAVE BUSY WEEK.

THE Crockery, Glass and Allied Trades Division of the Victory Loan Committee, of which L. S. Hinman is chairman, has become thoroughly warmed up this week to its task of securing the trades' quota of \$1,975,000, and if conscientious effort and a super-

abundance of energy on the part of all the individual members count for anything they will surely realize their ambition. Reports up to Wednesday noon were not complete, but the list showed a number of subscriptions of substantial size, among them being S. S. Kress & Co. for \$225,000 and Butler Bros. for \$70,000.

"NOTHING TO REPORT."

THE conference of domestic pottery manufacturers with members of the Wholesalers' Association was held, as scheduled, at Cleveland, O., on Wednesday. The participants immediately went into executive session. Secretary Dennis, on being interviewed, said: "We won't know for several days whether anything will come of it." Beyond that he would say nothing.

"'OLE BILL" TALKS ABOUT WATCHETT BLUE WARE.

"HELLO! CROCKERY AND GLASS JOURNAL?"
 "Yes."

"All right. This is 'Ole Bill' talking. I called you up because I wanted to know if anyone around your neck of the woods knew anything about Watchett Blue Ware?"

"No."

"Well, that isn't funny. Still, I thought you might, even though it was four hundred years ago. Well, 'Listen, Lester,' and I'll try and tell you what I don't know about it.

"During the long winter evenings of the spring of nineteen-nineteen I have been sitting under the evening lamp—twentieth century Mazdas—two white-hot hair-pins in glass bottles—reading for the second time R. D. Blackmore's old romance of 'Lorna Doone.' As I read along I came to the chapter wherein Jeremy Stickles recounts his adventures on Exmoor heath, where he met up with Benita, the proprietress of a lonely inn on the edge of the moor, wherein he speaks of Benita in this fashion:

"'But reasonably desirous to know by what strange hap or hazard a clever and handsome woman, as she must have been some day—a woman, moreover, with a great contempt for the rustic minds around her—could have settled here in this lonely inn, with only the waves for company, and a boorish husband who slaved all day turning a potter's wheel at Watchett—'

"Further on in Jeremy's tale is found this:

"'So the poor thing was compelled to drop all thought of Apulia, and settled down on the brink of Exmoor, where you experience all of its evils without the

good to balance them. She married a man who turned a wheel for making the blue Watchett ware, partly because he could give her a house and partly because he proved himself a good soul toward my lady.'

"And his name was John Odam, a 'thrower.'

"Good-bye!"

SEEK INTERPRETATION OF LUXURY CLAUSE.

AS an outcome of meetings held last Wednesday and Thursday at the rooms of the Crockery Board of Trade arrangements have been completed for a committee, consisting of Messrs. Doherty, Siegel and Levy, to go to Washington on Friday of this week, where they will have an audience with the Commissioner of Internal Revenue for the purpose of securing the official interpretation of Sections 902 and 905 of the Revenue Law of 1919, the text of which follows:

Section 902. That there shall be levied, assessed, collected, and paid upon sculpture, paintings, statuary, art porcelains and bronzes sold by any person other than the artist, a tax equivalent to 10 per centum of the price for which so sold. This section shall not apply to the sale of any such articles to an educational institution or public art museum.

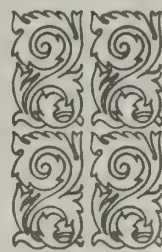
Section 905. That on and after April 1, 1919, there shall be levied, assessed, collected, and paid (in lieu of the tax imposed by subdivision (e) of section 600 of the Revenue Act of 1917) upon all articles commonly or commercially known as jewelry, whether real or imitation; pearls, precious and semi-precious stones, and imitations thereof; articles made of, or ornamented, mounted or fitted with, precious metals or imitations thereof, or ivory (not including surgical instruments); watches, clocks, opera glasses, lorgnettes, marine glasses and binoculars—upon any of the above, when sold by or for a dealer or his estate for consumption or use, a tax equivalent to 5 per centum of the price for which so sold.

GLASS FLOWER POTS.

A PROCESS has recently been invented in France to produce glass flower pots at low cost. They are like ordinary earthenware flower pots, both in size and shape. They are said to be more substantial, however, and resist the pressure of ice or frozen earth better. When sunk into the earth they remain clean, as neither dirt nor moss adhere. The inside walls being smooth, plants can easily be slipped out, and they are, therefore, excellent for potting plants with many roots. The thickness of the glass, with the consequent lack of porosity, is also said to be an advantage, for the air remains sweet longer in a glass pot than in an ordinary pot, and there is less danger of drying out. While the initial cost of glass pots is somewhat higher, they are really cheaper in the end, because more durable.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.



LAMPS figure to a greater extent as wedding gifts with each succeeding year. One has only to glance at the array of presents received by a bride to be convinced how highly favored the lamp is as an appropriate gift. It is something that the sender is pretty confident will be welcomed; and as a matter of fact there is nothing generally more appreciated by the average bride and groom, for it is something that adds attractiveness to the home as well as being indispensable from a utilitarian standpoint. Buyers who make special preparations for the popular wedding seasons by adding to their stocks are usually well repaid, while those who remain indifferent to the situation, hoping to get rid of some of their old stock that has worked overtime on the store's display tables, are the ones who usually fail to benefit by increased sales at such times.

A more encouraging condition in the building situation puts a brighter aspect on the illuminating glassware business than it has had for a long time past. The outlook for 1919, notwithstanding the continued high cost of labor and materials, appears to be bright, not only because buildings of all kinds are imperatively needed, but because efforts are being made in some of the larger cities to stabilize the cost of items entering into their construction.

Of the late acquisitions to the Pittsburgh Lamp, Brass and Glass Co.'s illuminating glassware on view at the local salesroom, 35 West Twenty-third street, none has attracted more attention than a semi-indirect bowl with shower shades to match in a basket shape. The style is cleverly carried out in the decoration, which is an all-over heavy embossed basket-weave effect, with festooned roses and leaves in contrasting colors. It is shown in two or three different treatments, all of which are equally tasteful.

In conjunction with their regular lamp department the Taiyo Trading Co., 101 Fifth avenue, always have on display an exceptional assortment of vases for lamp mounts. These include unusual examples in pottery,

bronze, and their tremendously popular "Lusco" ware. The fine quality of china and the richness of the colors—burnt orange, amber, blue and green—make the vases in this ware ideally adapted for mounting into high-grade lamps. They are very modest in price, considering the quality, and when mounted as lamps retail at a handsome profit to the dealer.

As the first step in the process of reorganization the Robichek Co., which recently made a settlement with its creditors, has been reincorporated for \$20,000 by C. Ganz, R. Robichek and E. I. Heins.

The variety, quality of workmanship and all-around excellence of the decorated shades shown on the Phoenix Glass Co.'s line of lamps at once appeal to buyers who know a good-selling line when they see it, for they meet the requirements of the most discriminating retail cus-



tomers. The designs are conceived and executed by real artists, who make a study of the fitness of each pattern for use in the home. Hence, no matter in what room the customer wishes to place a lamp, there is something appropriate to go with almost any decorative scheme. Some delightful creations are also exhibited in the metal bases, which harmonize perfectly with the

style of shade with which they are fitted. A complete exhibit is on view at the factory's New York showroom, 230 Fifth avenue.

E. C. Wilson, local manager for Gill & Co., manufacturers of illuminating glassware, Philadelphia, will re-establish a New York office and salesroom for the concern this week, having leased a room in the Fifth Avenue Building. Their salesroom was temporarily discontinued here on account of the factory having been taken over for Government work, during which time Mr. Wilson called on the trade for Malone & Nicholson.

Any store that has a call for oil lamps will find one of the best in the "Rayo," advertised on another page of this issue by the Kinney & Levan Co., who have secured its exclusive control. It is said to be the last word in efficiency, furnishing the best light that can be produced from kerosene oil. The Standard Oil Co. of Ohio, having discontinued its distribution, the Kinney & Levan Co., Cleveland, began negotiations with the manufacturers, and are now the sole representatives.

BOSTON BUSINESS NOTES.

AMONG recent callers on the trade in this city were Arthur Bowen, for George C. Peck & Co., Pawtucket; Joseph Donovan, for the A. B. Sutherland Co., Lawrence; Fred Bodwell, for Burroughs & Sanborn, Lynn; George H. Clements, North Woodstock, N. H.; F. W. Hatch, Dover, N. H., and Berkeley L. V. Allen, Bar Harbor, Me.

M. J. Ryan, of the Mitchell, Woodbury Co., went to Cleveland this week to attend the meeting of the wholesalers with the manufacturing potters.

James C. Bell, formerly connected with Lougee, Robinson & Co., Laconia, N. H., has become buyer for the Eastman Bros. & Bancroft Co., Portland, Me.

George F. Briggman, of the Webster, Briggman Co., Meriden, Conn., has been in the city in conference with the local representative, the H. P. & H. F. Hunt Co.

A sidelight on the increased demand for American-made toys is found in the notice received by the representative of one of the factories, who was told to take no more orders, as the year's product was already sold. The opinion is entertained in the trade here that so far as quality goes American manufacturers are in a position to retain the big volume of business that has come to them as the result of the war; but that when it comes

to price foreign manufacturers may offer some very keen competition in the near future.

A life-sized portrait of Ralph Huntington White has been hung above the landing of one of the staircases in the store of the R. H. White Co. The portrait represents Mr. White as he appeared in the prime of life, and is the work of W. A. J. Claus, widely known as a portrait painter.

LANG YAO VASE BRINGS \$11,500.

THE big sang-de-boeuf vase, "Lang Yao," which was the feature of the Charles Stewart Smith oriental collection, the sale of which was concluded at the American Art Galleries last week, brought \$11,500, going to Parish Watson.

This famous vase, which is of the rare baluster form, eighteen inches high, of the K'ang-hsi period, 1620-1722, and was formerly in the private collection of Captain Brinkley, Japan.

A tall powder blue vase of the same period, cylindrical form, or club-shaped, seventeen and a half inches high, from the Brayton Ives collection, went to I. Voran for \$990.

Another sang-de-boeuf vase, eight and a half inches high, pyriform, went to J. Getz for \$750, and a big blue and white hawthorne wine jar, a so-called temple jar or gallipot, from the Brinkley collection, went for \$375.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED.—High-grade commission salesmen, familiar with the illuminating line. Chicago, Middle West, Southwest and Southern territories. Address A 213, this office.

SALESMAN WANTED.—One of the largest agencies in Boston, representing important pottery and glass factories, wants high-class salesman for New England territory. Address A 214, this office.

SITUATIONS WANTED.

SALESMAN of wide experience selling cut glass, china and lamps will consider proposition to travel through the South and West. Excellent references. Address A 215, this office.

FOR SALE.

CUT glass business is flourishing. Will sell a complete manufacturing equipment, consisting of positively the best tubs, pulleys, stones, spindles, frames, shafting, hoppers, motors, etc., ready to start up without delay, at a very reasonable price. Better act quickly, as business is rushing. Good reasons for selling. Address A 212, this office.

— THE —
Homer Laughlin China Co.

East Liverpool, Ohio.

Newell, W. Va.

TOY MAKING IN JAPAN.

FOUR years ago the export of Japanese toys was limited to a few varieties. Last year the total value of toys exported from Japan amounted to over \$5,000,000.

Until the shutting off of the German supply the toy-makers of Nippon never attempted seriously to enter foreign markets. Then the Government saw that great possibilities lay in the toy business, and stimulated the manufacturers in every possible manner. They supplied samples from all parts of the toy-making world, most of which have been successfully imitated. In addition, the workmanship peculiar to Japan has been en-

couraged and improved. In addition to common toys of earthenware, wood and cotton, the Japanese now fashion them from rubber, metal and celluloid. Most of the wooden toys are manufactured by hand in the mountain regions of the country, where wood is plentiful and cheap. Individuals or families make them in their houses for the dealers.

Some complaints have been received as to the comparative frailty of Japanese-made toys. Attention has been paid to remedying this defect, and it is said that in future no such complaints will be justified. Toys are now made in more durable manner and of better materials, with great improvements in designs and finishings.

Locations of Firms in the Downtown District.



| | | | | | |
|--|-----|---|-----|--|-----|
| Bassett, G. F. & Co., 72-74 Park Place.... | B 3 | Goetz, O., 43 Murray St..... | C 4 | Redon, M., 25 W. B'way..... | C 3 |
| Bernardaud, L., & Co., 46 Murray St..... | C 4 | Honesdale Decorating Co., 36 Murray St. C 4 | | Roessler & Hasslacher, 100 William St... F 2 | |
| Bonita Art Co., 50 Park Place..... | C 3 | Kupper, Herman C., 52 Murray St..... | C 4 | Straus, L., & Sons, 42-46 Warren St..... | C 4 |
| Davison, John, 14 Barclay Street..... | D 3 | Maddock & Miller, 54 Murray St..... | C 4 | Tarentum Glass Co., 25 W. B'way..... | C 3 |
| Dorflinger, C., & Sons, 36 Murray St.... | C 4 | Miller, Edward. & Co., 68-70 Park Place.. | C 4 | Tharaud, Justin, 25 W. B'way..... | C 3 |
| Duncan & Miller Glass Co., 92 W. B'way. | B 4 | | | Vogt & Dose, 65 Barclay St..... | B 3 |
| Drakenfeld, B. F. & Co., 50 Murray St.. | C 4 | | | Williamsburgh Flint Glass Co., 96 Park Pl. | A 3 |
| riedlaender, Oscar O., 40 Murray St.... | C 4 | | | | |

CROCKERY and GLASS JOURNAL

NEW YORK, MAY 8, 1919.

THE TRADE'S SHARE IN THE LOAN.

Going Slowly. Up to Wednesday Afternoon Only \$646,750 Had Been Subscribed. Strenuous Efforts Necessary to Obtain Quota.

WITH but two days left, the Victory Loan trade quota lacks a good deal of being realized. Of course a lot of subscriptions have been put off until the last moment which will swell the sum considerably, but strenuous work and a generous response is necessary to "put it over." The following were received up to Wednesday afternoon:

| | | | |
|----------------------|-----------|---------------------|---------|
| S H Kress & Co | \$225,000 | Geo F Bassett & Co | \$3,000 |
| Butler Bros | 70,000 | Wm F Rowe | 3,000 |
| Geo Borgfeldt & Co | | John Nixon | 2,000 |
| and Emp | 47,150 | M B Schmidt | 2,000 |
| Morimura Bros | 25,000 | E W Hammond | 2,000 |
| Anonymous | 20,000 | Henry Benedikt | 2,000 |
| Gilman, Collamore | | Rudolph Gaertner | 2,000 |
| & Co | 20,000 | Gund Mfg Co | 2,000 |
| Strobel & Wilken | | Louis Levy | 1,500 |
| Co | 19,050 | John J Hines | 1,200 |
| Maddock & Miller | 10,000 | W S Ensign | 1,150 |
| B F Drakenfeld & Co | 10,000 | J Meredith Miller | 1,000 |
| McKee Glass Co | 10,000 | Edward B Dickinson | 1,000 |
| R E Dietz Co (Work- | | Fannie Jacobs | 1,000 |
| men's Comp Ins | 10,000 | Henry R Shirley | 1,000 |
| Lewis & Conger | 7,000 | Harry Friedman | 1,000 |
| E I Horsman | 6,000 | Paul L Witzell | 1,000 |
| Geo W Travers Co | 5,000 | Victor Benedikt | 1,000 |
| Lazarus & Rosenfeld | 5,000 | Charles Kreiser | 1,000 |
| Herman C Kupper | 5,000 | Louis Levy | 1,000 |
| Louis S Hinman | 5,000 | Mrs M B Schmidt | 1,000 |
| Ideal Aeroplane and | | Cassia Lodge No 445 | 1,000 |
| Supply Co | 5,000 | Calumet Mfg Co | 1,000 |
| S Herbert Co | 5,000 | C J O'Brien, Inc | 1,000 |
| H & S | 5,000 | O'Gorman Pub Co | 1,000 |
| Palm, Fechteler & Co | 5,000 | McCready Pub Co | 1,000 |
| G M Thurnauer & Co | 4,000 | Morris Michton | 1,000 |

| | | | |
|----------------------|---------|----------------------|-------|
| Ideal Novelty Co | \$1,000 | J E O'Brien | \$250 |
| L Gimmerman | 1,000 | Frank Groff | 250 |
| Ferd Straus, Inc | 1,000 | T W Williams | 200 |
| Morris Sender | 1,000 | Max Herbert | 200 |
| Chas T Woolley | 1,000 | Irene Schoenthal | 200 |
| Carrie S Hinman | 1,000 | Isaac Rosenberg | 200 |
| J M Lummis | 1,000 | Harry A Burke | 200 |
| Henry S Fisk | 700 | Louis Batlin | 200 |
| William E Pommeroy | 600 | Fred C Reimer | 200 |
| William Straus | 550 | William Dougherty | 200 |
| Frank S Warren | 500 | A J Fondeville & Co | 200 |
| I DeKeyser & Co | 500 | Geo E Nicholson | 200 |
| Walter W Church | 500 | George G Ralph | 200 |
| Harry L Seixas | 500 | H M Mahlstedt | 150 |
| L S Owen | 500 | George Hamilton | 100 |
| Charles Baum | 500 | Florence Dickinson | 100 |
| Harris Beren | 500 | Donald M Miller | 100 |
| Grace L Webster | 500 | George E Miller | 100 |
| O'Mara Specialty Co | 500 | William Friedman | 100 |
| William F Wagner | 500 | Minnie Fuchs | 100 |
| D W Hunter | 500 | George Higginson | 100 |
| Lincoln Toy and Nov- | | John Josefo | 100 |
| elty Co | 500 | William Walls | 100 |
| Sidney J Rahr | 500 | H Bigart | 100 |
| William Albert | 500 | Max Strensch | 100 |
| C P Lindner | 500 | Arthur Straus | 100 |
| Francis E Hinman | 500 | Lee Schoenthal | 100 |
| Carolyn S Hinman | 500 | L V Baldwin | 100 |
| S Lisk & Bro | 500 | Charles Gutman | 100 |
| Max Hirsch | 400 | Harry Marks | 100 |
| D J Barry | 300 | Alfred G Moment | 100 |
| Edmondson Warrin | 300 | Florence Schoenthal | 100 |
| Mary J Shea | 300 | Edward F Quinn | 100 |
| William Feix | 300 | Harry McKinney | 100 |
| Bar Zin Toy Co | 300 | Kathleen K Greenidge | 100 |
| Hitz, Jacobs & Co | 300 | A H Ledden | 100 |

| | | | |
|----------------------|-------|-------------------|------|
| Max Hirsch | \$100 | H J Fischer | \$50 |
| William Ginsberg | 100 | H Schrieber | 50 |
| Otto Kaufman | 100 | Moe Katz | 50 |
| J G Kaempfer | 100 | David Fisk | 50 |
| Lillian Kolk | 100 | Miss E Bishop | 50 |
| George H Levin | 100 | B Wiesmann | 50 |
| B Kaster | 100 | A Hanan | 50 |
| Edwin B Frank | 100 | A S Baker | 50 |
| Robert M McCready | 100 | L H Hirsch | 50 |
| Edna McCready | 100 | Nora F Muldoon | 50 |
| Phyllis Schaefer | 100 | Elsie Dedisky | 50 |
| S Fred Morris | 100 | H P Heinz | 50 |
| George Platz | 100 | W E Carmichael | 50 |
| J H Rickman | 100 | C C Ulmcke | 50 |
| Anthony Dietrich | 100 | A Unkas | 50 |
| Edward J Kiefer | 100 | Henry B Daly | 50 |
| Charles O Kiefer | 100 | Mildred Weise | 50 |
| E Torlotting | 100 | S Salmonson | 50 |
| F W Pope | 100 | Sidney Zaidenberg | 50 |
| Caroline Blech | 100 | E Grassfeld | 50 |
| Mary Weitz | 50 | Lillian Grassfeld | 50 |
| Ethel Bergman | 50 | Ruth Grassfeld | 50 |
| Marion P Hoffman | 50 | J Hanelin | 50 |
| Hannah P Goldberg | 50 | J Kramer | 50 |
| Elizabeth K Crowley | 50 | D W Silberer | 50 |
| Douglas Talbot | 50 | Louis Reese | 50 |
| C A Burns | 50 | J P Fredericks | 50 |
| Anna S Ring | 50 | Amelia H Evans | 50 |
| Louis R Garvey | 50 | I Schaffer | 50 |
| Wm Fitzgerald | 50 | Louis Aber | 50 |
| Wm Scheller | 50 | A Allicks | 50 |
| Florence L Wilson | 50 | Wm A Raabe | 50 |
| Ethel Dougan | 50 | Sam Neuworth | 50 |
| Katherine M Casticum | 50 | George J McCartin | 50 |
| Sidney Roth | 50 | Chas L Weddle | 50 |
| J B Salterine | 50 | Laura Blech | 50 |
| Miss E Levine | 50 | Anna Binde | 50 |
| H J Furman | 50 | | |

WHAT OF THE WOMEN WORKERS?

AN element in the labor problem that looms up large is the status of women workers, so many of whom have taken the places occupied by men who went into the service. But it must not be forgotten that war exigencies only hastened a movement that was in pretty good swing before hostilities began. Long before 1914 girls and women were employed in large and increasing numbers in offices, counting rooms, shops and factories. In many instances this was because such help was cheaper; but there were quite a number of cases in which their special fitness made them more efficient. What the war did was to increase their range of occupations, with the result that many of them have made good. It is a serious question with many employers as to what procedure the conditions call for. Most of them recognize that they are in duty bound to give a preference to former male employees who have come back from Government service, but they are loth to lose the services of women workers who have shown their fitness. They frequently hope that returning soldiers will not apply for their old jobs. The problem is simplified in the cases where the wives of men in the ser-

vice took the places of their husbands and are prepared to give up the positions on the return of their help-meets. But, on the general proposition as to what disposition is to be made of female labor, no satisfactory conclusion has been reached either here or abroad, though there has been no end of discussion on the subject.

FORTUNATE CUT GLASS MEN!

AT the annual meeting of the Cut Glass Association in New York last December, H. C. Fry extended a verbal invitation to all the members to be his guests at Point Chatauqua in July of this year. Formal invitations were mailed last week to the members of the Association, as follows:

Mr. Henry C. Fry cordially invites you to spend July 2, 3 and 4, 1919, as guests of the H. C. Fry Glass Co. at Point Chatauqua, New York, while attending the semi-annual meeting of the Association of Cut Glass Manufacturers.

Those who were Mr. Fry's guests two years ago will never forget the occasion. The bountiful hospitality and the variety of entertainment were wonderful, and no one who is so fortunate as to receive an invitation this year is likely to forego the pleasure.

FREIGHT RATES FROM PACIFIC CUT.

REDUCTIONS in freight rates from the Pacific Coast to the East on a number of commodities from the Orient are announced by Director-General of Railroads Hines. The effective date of the new rates has not been determined, but will be published at the earliest practical moment, and the rates will become effective three days later. About seventy classes of articles are affected, among them being the following:

| | C. L. Per cwt. | L. C. L. Per cwt. |
|--|-------------------|----------------------|
| Chinaware, crockery, etc..... | \$1.50 | \$2.00 |
| Glassware, etc..... | 1.50 | 2 00 |
| Toys..... | 2.00 | 3.00 |
| Antimony ware..... | | 2.00 |
| Bamboo, rattan, etc..... | 1.50 | 2.00 |
| Baskets, willow, etc..... | | 5.50 |
| Baskets, other than willow; bamboo curtains, etc..... | 2.00 | 2.50 |
| Lamp shades, bamboo, with silk lining, etc..... | | 5.00 |
| Lamp shades, bamboo, without silk lining, lamp stands, etc. | | 3 25 |
| Fans, palm leaf or paper..... | | 2.50 |
| Fans, N. O. S..... | | 3.25 |
| Flags..... | | 3.25 |
| Screens, floor, etc..... | | 5.00 |
| Furniture, bamboo, etc..... | | 3.00 |
| Lacquered boxes, trays, etc.... | 2.00 | 2.50 |
| Lamps, incandescent..... | 2.50 | 4.00 |
| Thermos bottles, etc..... | | 5.00 |
| Woodenware..... | 1.87½ | 2.50 |

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The larger manufacturers report enough business on file to insure steady operation for many months to come. With a decided improvement in shipping facilities, both by rail and river, buyers are enabled to obtain quicker deliveries, and thereby turn over stocks oftener than at any time in the past three years.

No particular shortage of labor is reported in the local plants, although concerns outside of this territory continue to advertise here for help in various departments. But with the return of more soldiers from service the vacancies will soon be filled.

As soon as the work on the office of the D. E. McNicol Co. is finished the contractors will start to remodel the sample room on the third floor of the building. The present display capacity will be doubled.

Among buyers visiting the market recently were the following: Joseph Watte, for Butler Bros., New York; Morris Sender, New York; DeKyle Smith, El Paso, Texas; Leon Neubrick, for Crowley, Milner & Co., Detroit, Mich., accompanied by his assistant and the merchandise manager; Harry J. Moscowitz, for Abraham & Straus, Brooklyn, N. Y.; Mr. Joseph, for the Dohrmann Commercial Co., San Francisco.

Fred Kline, Southern representative of the Knowles, Taylor & Knowles Co., has completed his spring trip and is now at his home in Philadelphia.

Joseph Curry, salesman for the West End Pottery Co., is now at the factory, having completed his first trip over his territory this year.

Several pottery manufacturers who attended the conference with the jobbers in Cleveland last week made the trip by motor. Heavy rains made their return

journey anything but a pleasant one. Some parts of the road were in a horrible condition, and very slow time resulted.

William C. Lynch has returned home from a brief Eastern trip in the interest of the Taylor, Smith & Taylor Co.

Joseph Manor, who has charge of the new plant of the Liberty China Co., at Lexington, O., has been spending a week here with his family.

New dinner shapes for next year's trade are being thought out by the modelers. Indications are that about fifteen new shapes will be introduced next December.

Quite an active demand exists just now for regular dinner sets as well as for the better grades of open stock patterns. Good grades of decorations are specified, as a rule.

Joseph Davis is making a trip through York State and New England territory for the Knowles, Taylor & Knowles Co.

"The demand for plaques so far this season exceeds all previous records up to this time," announced James C. Deens, salesman for the D. E. McNicol Pottery Co., this week. The line is the largest the company ever assembled.

Manufacturers and workers alike have spent a busy three weeks in putting over the Victory Loan here. The quota for this place is over \$700,000.

J. W. Irwin, secretary of the Edwin M. Knowles China Co., has left for a fortnight's fishing in the headwaters of the Allegheny River.

It does not seem as if there will be any summer suspension in the potteries hereabouts this season. The

manner in which business is being received indicates that all the production possible will be required throughout the year.

THOSE GERMAN TOYS BOB UP AGAIN.

THE toys consigned to Butler Bros. which created such a furore last October when the concern refused to accept them were sold by the Government at auction at the Custom House on Tuesday and were bought by G. P. Frankel & Sons, toy jobbers, 550 Broadway, for \$11,000.

BOSTON BUSINESS NOTES.

FROM various sources come reports that business throughout New England is good. This is especially shown in the demand for china and kitchenware. In glass lines the uncertainty in the demand for bar goods has been largely offset by increased activities in other varieties. Department stores report that their sales are running ahead of those of last year. There is no question but that the New England public is in buying mood and has the money to gratify its tastes—a condition which is, of course, reflected in the business being done in Boston and other distributing centers for the retail trade.

E. J. Tucker attended the annual meeting at the Congress Square Hotel in Portland of the Quarter Century Traveling Men's Association. This is an organization composed of men who have traveled in Maine for twenty-five years or more. Edwin A. Gray, now of Portland, and formerly of Boston, also represented the china and glass trade at the gathering.

Messages of condolence continue to come in large numbers to the family and partners of the late Frank J. Chase.

Walter Halliwell, of the C. T. Sherer Co., Worcester; and A. F. Ellis, of Almy, Bigelow & Washburn, Salem, were among recent visitors in the city.

Miss Katherine Lugin, toy buyer of the Jordan-Marsh Co., is on a business trip abroad.

George Turner, of the J. R. Libby Co., Portland, Me., has been calling on the trade in Boston this week.

W. M. Pingree, of the Taiyo Trading Co., has received samples of the walking dolls made in Japan. These dolls have the distinctive feature that in addition to walking in life-like manner when led by the hand

they will stand alone. They are handsomely dressed in Chinese boy's costume of purple silk.

Charles Baxter, of the Shepard Co., Providence, is among the week's visitors.

Joseph A. Williams, for thirty-seven years proprietor of jewelry stores on Devonshire and Court streets, Boston, died Tuesday at his home in Cambridge.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under "Personal," the following buyers were reported in the city this week:

- C F Schaefer, t, g, c, Culbertson-Grote-Rankin Co, Spokane, Wash. 116 West 32d.
Sanger Bros, Dallas, Tex. 19 East 24th.
J A Vermette, s, Dupuis Freres, Ltd, Montreal, Can. 116 West 32d.
J W Horne, t, Kaufman's, Pittsburgh. 1261 Broadway.
J H Cartwright, hf, Stevens Jobbing Co, Elizabeth City, N C. York.
E B Worden, c, Buckingham & Moak, Utica, N Y. Paak avenue.
D A Deady, c, g, H L Boughton Store, Catskill, N Y. Continental.
J Bason, c, Wise, Smith & Co, Hartford, Conn. 105 Grand.
O T Ballhorn, s, Powers Merc Co, Minneapolis. 2 West 37th.
B Saxe, s, Marshall Field & Co, Chicago. 1107 Broadway.
M Kaufman, hf, Z L White & Co, Columbus, O. 1270 Broadway.
E Hanson, t, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
A K Betteridge, s, Boggs & Buhl, Pittsburgh. 1140 Broadway.
A A Hall, c, g, l, Hutzler Bros, Co, Baltimore. Breslin.
C W Benzow, t, Wm Hengerer Co, Buffalo. 2 West 37th.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 8, 1919

HAVRE

Str. La Savoie, May 5.

| | |
|---------------------|------------------|
| 1 package toys..... | A Murphy & Co |
| 2 " " | Abraham & Straus |
| 3 " " | R H Macy |

BRISTOL

Str. Chicago City, May 5.

| | |
|-------------------------------|-----------------|
| 167 packages china clay | Moore & Munger |
| 190 " " | G Knowles & Son |
| 70 " " | Luke Knowles |

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Manufacturers of tumblers and other bar glass are diverting their attention to the soft drink business, and an active campaign has been launched to obtain orders. The enameled tumbler, showing the name of the particular drink, is now being featured. There will be a host of new drinks placed on the market during the next few weeks, and it is anticipated that the demand for such tumblers for advertising purposes will be heavy.

Buyers visiting the local market last week were F. M. Downs, for the George H. Bowman Co., Cleveland, and Leon Neubrick, for Crowley, Milner & Co., Detroit, Mich.

The United States Glass Co's latest pressed and cut floral pattern is known as No. 15,193. It is shown on nappies, bowls, footed jellies, comports, sugars and creams.

Charles Rockhill, for several years in charge of the business of the New Martinsville Glass and Mfg. Co., has retired from that organization. Ira Clark, who has succeeded him, will have charge of both the sales and factory departments.

The Atlantic Glass Co., whose warehouses here were badly damaged by fire recently, have taken a temporary location on Wood street, adjoining the Conestoga Building, until repairs to the damaged structure are completed.

After being in the lower Penn avenue district for many years, the Robert Rawsthorne Engraving Co. has removed its plant to the fifth floor of the Heeren Building, Eighth street and Penn avenue, which affords much-needed additional space.

Retail buying of glassware in local department stores is reported more active now than for several weeks. While general lines have been in good demand,

the better grades of blown and stemware have been more particularly called for.

James Bryce, formerly of the office staff of the United States Glass Co., who has been in the ambulance service in Italy since the beginning of the war, has re-



JAMES BRYCE.

turned home. He is the proud possessor of the Italian War Cross and several other marks of merit and distinguished service. He visited the office of the company last week and received a royal welcome.

H. H. Phillips, general manager of the Gas City,

Ind., plant of the United States Glass Co., and Harry A. Cushwa, manager of the Glassport, Pa., factory, were at the home office last week.

Inquiry is now developing for glassware for scheme or premium purposes. Since the beginning of the war this line of trade has been practically dead. Tea and coffee concerns have started to come into the market, and some of the larger Western scheme houses have been ordering in a moderate way of late.

Department store and housefurnishing goods buyers have been ordering rather liberally of late the sanitary or pure food containers. Butter containers have been selling very well, while various sized jars have been in rather good demand. The chain stores which carry lines up to twenty-five and fifty cents have also been featuring these items.

Alfred H. Birnbaum, who recently acquired the interest of Mr. O'Donnell in the O'Donnell & McCormack Co., Memphis, Tenn., has been in the Pittsburgh and East Liverpool markets arranging to represent factories. In the past the concern has devoted considerable attention to the glass lines, but now will take on additional factories and also pottery accounts.

MEETING THE LUXURY TAX.

IN the payment of luxury taxes by the consumer the tax must be paid to the vendor separately from the price of purchase, and cannot be absorbed by the vendor in the sale of the article.

Merchants are required to render returns covering the tax collected during a given month, and although their records shall be kept in such manner as to indicate the tax received on each sale, the form of monthly returns required of them shall show simply the aggregate amount of tax collected under each subdivision of the section of the law. This monthly return must be sworn to by the vendor and filed by him with the collector for the district in which the vendor has his principal place of business. The return must be filed on or before the last day of the month following the one in which the sales were made. In other words, the return covering sales made in May must be filed with the collector and the taxes paid on or before the last day of June.

The tax under this section is measured by the price for which the article is sold. It is on the actual sale price and not on the list price where that differs from the sale price. The tax cannot be included in the price, but must be billed as a separate item.

If articles are purchased which are subject to tax and are subsequently returned to the vendor, the sale

being rescinded, no tax is payable. If the tax has been paid it should be refunded to the purchaser, and the vendor may take credit therefor against the tax in the subsequent monthly return. If a taxable article is sold by the vendor and later exchanged for another article at a higher price, the purchaser paying the difference, the purchaser must pay the tax on the second sale and the vendor give credit or refund to the purchaser of the tax paid on each of the taxable articles returned and take a credit therefor and include it in his subsequent monthly return.

The tax attaches when the article is sold—that is to say, when the title to it passes from the vendor to the purchaser.

The method of keeping accounts by merchants shall disclose the total number and amount of sales of each of the taxable articles, including any credits or refunds, and the books of every person liable to tax shall be open at all times for the inspection of examining revenue officers.

In computing the tax a fractional part of a cent shall be disregarded unless it amounts to one-half of a cent or more, in which case it shall be increased to a full cent.

AT CHICAGO.

TRADE has been good during the past week. Factory representatives say that the number of orders is increasing and are becoming larger in volume, showing more confidence in the stability of the market. It is expected that buying for fall will begin before long, and if the confidence continues this period will mark the real start of post-war prosperity. The salesmen for the factories who are on the road report an unusual business everywhere they stop, and it is beginning to be evident that buyers are no longer withholding their orders because they hope for lower prices. Everybody is pretty well convinced that the country is permanently on a higher price and higher wage level, and as this conviction grows prosperity will naturally follow.

* * *

Charles Shoup, of the Regnier & Shoup Mercantile Co., St. Joseph, Mo., accompanied by his son, Mason, who is also interested in the business, was a visitor in the city during the week.

* * *

B. H. Palmer, who travels out of the Chicago office of the United States Glass Co., has left on a road trip.

* * *

The toy show, which has been in progress at the Hotel Morrison and the Palmer House for the past two weeks, has closed after a most successful run. The number of buyers attending was larger than at any

previous exposition of the sort. The showing made by the domestic toy manufacturers evinced the remarkable growth of the industry during the past few years.

Sperry Darden, son of the head of W. T. Darden & Co., arrived home this week on his way to Camp Grant, where he will be mustered out of the service with the rank of sergeant.

Charles Israel, traveler for the Carrollton Pottery Co., is one of the expected arrivals in the city.

W. G. Jackson visited the city early this week in the interest of Taylor, Smith & Taylor.

J. W. Allen, of Romain & Allen, china wholesalers at Rockford, Ill., paid a visit to the city this week.

Howard Jenkins, of the D. C. Jenkins Glass Co., was a visitor in the city during the week.

Credit managers for local wholesale crockery and glass concerns, jewelry houses and department stores, will attend the annual convention of the National Association of Credit Men at Detroit June 10th to 13th. An elaborate programme has been prepared. Foreign trade will be given close consideration with a view to seeing how the business of American firms can thus be increased.

George W. Milligan, who is always one of the first to try the spring roads and inspect the budding crops, has returned from a motor trip through Indiana.

The police last week arrested several suspects in the recent robbery of the J. H. Stouffer Co., but all gave satisfactory alibis. The damage done by the explosions which wrecked the three safes in the office has been repaired.

Charles Becker, of the Becker-Hazleton Co., Dubuque, Ia., paid a visit to the city recently.

Burt Laurence, of the Cook-Laurence Pottery Co., Cedar Rapids, Ia., was a recent visitor.

McGuire & O'Brien, factory representatives, have moved from the Consumers' Building to the fifth floor of 180 N. Dearborn street.

OLD POSTAGE BACK JULY 1.

AN announcement from Postmaster Patten calls attention to the fact that on July 1 next the first-class postage rates in effect prior to November 2, 1917, will be restored. Effective on July 1 letters and other

first-class matter will be subject to the old postage rate of two cents an ounce or fraction thereof, and postal cards one cent each.

TAX RULING ON CUT GLASS.

CORNING, N. Y., May 6, 1919.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: We herewith enclose copy of ruling which we have received from the Treasury Department, which we are quite sure will be of interest to your readers.

Yours very truly,
T. G. HAWKES & Co.

WASHINGTON, D. C., April 21, 1919.

Receipt is acknowledged of your letter of March 19 relative to the tax of five per cent imposed by Section 905 of the Revenue Act of 1918. In reply to your two questions you are advised as follows:

1. Ordinary cut glass is not taxable under this section. However, if cut glass is ornamented, mounted, or fitted with precious metal or imitation thereof, it is subject to the tax of five per cent imposed by Section 905.

2. Cut glass decorated with a gilt pigment or paint fired or burnished thereon is not subject to the tax imposed by Section 905 of the Act.

Respectfully,
J. H. CALLAN, Acting Commissioner.



THE LATE FRANK J. CHASE.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

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TEL. 5086 BARCLAY.**SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:**

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MAY 8, 1919.

INSPIRE CONFIDENCE IN YOUR STORE.

A RADICAL change in retail merchandising methods was suggested recently by a well-known buyer from the Middle West. He contended that the time is not far distant when competition will force the average retail dealer to take the public more into his confidence relative to the profits he makes and the whys and wherefores of the various price reductions he offers at "special sale" times. "If I had my way," he said, "I would publish from time to time in our advertisements statements showing just where we stood in the matter of costs and profits."

Despite the laws which have been enacted in some States to punish falsehood in bargain advertisements, deception is still largely practiced. But it does not pay in the end. We believe that any merchant can profitably follow the plan of honest publicity without apprehension as to how the public will look upon his departure from the usual method of doing business, provided his ideas of profit do not soar to a figure which the consumer will consider unreasonable.

When offering a bargain in dinnerware, glassware or lamps, say, the advertisement should state the real reason for offering the merchandise at a reduction. If it should be stock that has been regularly carried, state the motive for disposing of it at a price below the regular figure. If new goods bought for "sale" purposes, show how the conditions of purchase enable the dealer to sell them at a low price.

A business conducted on the basis of truth is bound

to succeed. There is something in that little word that instantly inspires confidence. The majority of retail customers are capable of recognizing the truth when they see it; and having been buncoed so often the unusualness of its employment would prove a magnet of such drawing power as to carry any business to success.

PERSONAL.

THE picture of health, and so much stouter that one has to look twice to be sure of him, Herman C. Kashins dropped into the office of E. W. Hammond last Saturday on his arrival from France with the 77th Division, and the greeting he received surely warmed the cockles of his heart. My! How his old associates did crowd around and make a fuss of him! He expects his discharge at Camp Upton on Sunday. While he hasn't fully completed his plans for the future, it is very likely that he will again hang out his sign as a cut glass factory representative.



An addition to his sales staff was announced by H. Benedikt this week in the person of Harold F. Phillip, who formerly called on the trade in the metropolitan district for Cox & Lafferty.



A welcome caller at the office of the CROCKERY AND GLASS JOURNAL last Friday was George M. Vinton, head of The Vinton Co., manufacturers' representatives, Portland, Ore., who was in the city placing orders for stock for the concern's new San Francisco office and salesroom to be opened within the next few weeks. It already has branches in Los Angeles and Seattle. He was also interviewing prominent exporters with the view of forming connections in South America for the enlargement of the company's foreign business.



Max Strensch, of Koscherak Bros., will exhibit samples at the annual Gift Shop Show to be held at the Hotel Adelphia, Philadelphia, Pa., the week of May 18th.



I. R. Ratner, a member of the Dickar Corporation, who was a captain in the Quartermaster's Department of the transport section of the service, has been placed on the inactive list with the grade of major.



S. H. Epstein, traveling representative through New England, New York and New Jersey for the Saxon China Co., Sebring, O., before entering the army transport service, received his discharge on Mon-

day, and left immediately for the factory, where he is preparing to resume traveling through his old territory.



Dr. Charles L. Casey, head of the Guernsey Earthenware Co., spent the greater part of last week in New York.



I. J. Collins, of the Hocking Glass Co., Lancaster, O., left for home Saturday night after spending the latter half of last week in town.



D. King Irwin was called to Pittsburgh on Monday on account of the death of his mother. A host of friends in the trade sympathize with him in his loss.



William Albert, manager for Charles H. Taylor, left on Sunday to spend the week visiting the plants of S. A. Weller, Zanesville, O., and the Lotus Cut Glass Co., Barnesville, O.



Miss Lulu D. Tagg, office manager for E. W. Hammond, was present on Monday night at the ball given in honor of the members of the 77th Division at the Hotel Astor, her escort being Fred H. Davis, wearing a decoration for distinguished conduct in the battle of the Argonne Forest.



Oscar S. Straus, representative in Paris of the League to Enforce Peace, speaking of the League of Nations, says: "The world has now got something that will work—something that is both practical and ethical. There is not a shadow of doubt as to its ratification by the American Senate."



Alfred Boehm, resident buyer, last week removed his office from 41 Union Square to 225 Fifth avenue.



H. Hyman, of the China Palace Co., El Paso, Tex., which caters principally to the jobbing trade in Mexico, is here placing orders. Accompanied by Mrs. Hyman and their two children, he is making the trip one of combined pleasure and business. He is stopping at the Hotel Endicott, and will be here for two weeks yet.



Charles H. Taylor, who has been in Florida during the winter, will return home about the middle of May.



After resting up for a short while at his home in Brooklyn, W. F. Ellisson, the energetic traveler for George F. Bassett & Co., will start out on the road again about May 15, with the Coast as his ultimate des-

tination. The Colonel's rests are never protracted. As long as there is business to be secured he is never quite at ease unless he is after it.



De Kyle Smith, of "The Dinnerware House," El Paso, Tex., arrived in New York on Tuesday to place orders. He is stopping at the Hotel Chelsea.



E. C. Ledger, of the Wm. S. Pitcairn Corporation traveling staff, arrived home last week from a very profitable trip through the Eastern States and other territory. He has been on the road since March 1.



William A. Edmunds, recently discharged from the service, has been engaged by Dela Croix & Wilcken, and will begin his duties with the concern next Monday. He will call on the trade in the metropolitan district, and later do some traveling.

BOTTLE MANUFACTURERS TAKE ACTION.

THE National Bottle Manufacturers' Association, in annual session at Atlantic City, N. J., adopted a resolution on Monday calling upon the Federal Government to suspend all restriction on the sale of light wines and beers and other beverages containing less than the "root ratio" of alcohol.

"Prohibition is going to be a disastrous blow for the glass trade," said George W. Yost, of Bellaire, O., president of the association. "It is going to knock the foundation completely out from under a large part of the trade. Plants in this country have been turning out yearly from 4,000,000 to 5,000,000 gross of bottles for beer and other beverages, and we must find some way of replacing this immense volume of production. The glass bottle trade in the United States is going to face the greatest emergency in its history."

GENERAL CERAMICS CO. SOLD.

THE stock and bonds of the General Ceramics Co. were sold at 15 Exchange Place, Jersey City, on May 1 by order of Francis P. Garvan, Alien Property Custodian, to Stephen Peabody, of 20 Nassau street, New York, for \$390,000. The company owns three plants which have been operated under the control of the Alien Property Custodian for nearly a year.

The company was incorporated in New Jersey on Feb. 10, 1912, as the German-American Stoneware Works. The business originally was established at Charlottenburg, Germany. The German company transferred its shareholdings on May 15, 1915, to Nico-

laus B. Jungeblut, its managing director. The name was changed to the General Ceramics Co. on March 22, 1917.

The stock consists of 1,225 shares of preferred and 5,112 of common, all of the par value of \$100. Louis Albersch of New York bid \$315,000 for the stock, and Mr. Peabody \$350,000. Mr. Peabody's bid of \$40,000 for the fifty-two first mortgage 5 per cent bonds, payable on Oct. 1, 1935, was the only bid.

KILLED IN SEAPLANE ACCIDENT.

ENSIGN HUGH J. ADAMS, who before entering the service as a member of the aviation corps was a road representative for the United States Glass Co., was killed on Monday afternoon when a seaplane from the Rockaway Point Naval Station, which he was piloting, plunged from a height of 300 feet into a large tank



ENSIGN HUGH J. ADAMS.

used for the storage of gas for dirigibles. It was more than an hour before his body and that of the other occupant of the machine, Chief Machinist's Mate Harold B. Corey, of Binghamton, N. Y., who was also killed, could be extricated from the tank. They were almost directly above the tank when the plane side-slipped and went into a spinning nose dive that hurled it half-way

through the steel top of the tank with the force of a projectile. Fortunately, there was no gas in the receptacle; otherwise an explosion would have resulted from the collision which would have caused great damage.

They had made numerous flights in the same plane and were both experienced men. Before going up, Corey remarked to a group of chums at the station: "Well, boys, I guess this will be my last hop. I'm getting my discharge soon, you know." Fifteen minutes later they were dead.

Officials and others at the station who were watching the 'plane when it was about 500 feet in the air saw Pilot Adams take a "flipper turn," a sort of side turn with a deep bank, saw him right it and then prepare to repeat the turn. Then the machine suddenly turned sidewise.

Both men were strapped in the machine, making it impossible for them to save themselves by jumping.

During the submarine scare along the Atlantic coast Ensign Adams saw active guard service, during which he had a narrow escape from death. His supply of gasoline became exhausted, and for some hours the craft floated on the waves before he and his companion were rescued.

Ensign Adams was thirty years old. His home was in Pittsburgh. He entered the service July 14, 1917, and was commissioned ensign July 28, 1918. Besides his mother and father he is survived by one brother and a sister. About ten days ago he was home on a furlough, and then said he expected his discharge from the service by the end of May. He was very popular among his associates in business, and a host of warm friends in the trade will mourn his loss.

For over ten years prior to his enlistment he was engaged with the United States Glass Co., starting in a humble position. Because of his affable ways President Bryce remarked more than once: "There is in that boy the making of a clever salesman," and his advancement was rapid. His last territory was the Northwest, now being traveled by Walter Jones.

Funeral services will be held at his home in Pittsburgh on Saturday afternoon. More than fifty aviators—some discharged and others still in the service—are expected to attend.

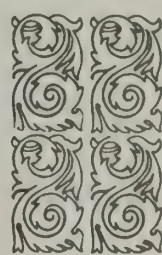
PROHIBITION CLOSES GLASS FACTORY.

SEVEN hundred men were thrown out of employment Monday when the Boldt Glass Works, of Cincinnati, shut down its plant. An announcement was made that owing to approaching Prohibition, the company was forced to close the works, but that in case President Wilson lifted the wartime ban all the men would be given work the day following.



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



THE Taiyo Trading Co., 101 Fifth avenue, are advertising a particularly attractive selection of dinnerware patterns for immediate delivery. There are white and gold, all-over treatments and border decorations in styles that are welcomed by buyers, and, what is more important, by retail customers, for they are just the types that make the best kind of sellers. The ware is of excellent quality and the decorations of the highest order. The ware comes packed two sets of one pattern to a case.

All the dinnerware patterns included in the display from the Knowles, Taylor & Knowles Co. shown by E. W. Hammond at his salesroom, 10 West Twenty-third street, are so good that it is difficult to pick out one better than another. However, two of the latest designs have proved especially rapid movers. One of them is No. 21078, a white and blue figured wide band edged on either side by a heavy subdued yellow line between black hair lines. The border is broken at intervals by oblong medallions, also outlined with the yellow and black treatment. In the center of each medallion is a dainty floral spray. The decoration is extremely neat and effective. The other pattern, No. 21058, offers something entirely new in a combination floral and figured open border effect. The color treatment is decidedly unusual, and is sure to be popular with the consumer looking for something different from what her neighbor has.

Among the latest arrivals in new dinnerware patterns at the salesroom of George F. Bassett & Co., 72 and 74 Park Place, is a design of extreme daintiness on "Nippon" china. It is called the "Elinore" and is extremely Frenchy in treatment, having the characteristic tastefulness that one is accustomed to look for in the creations of the Limoges factories. It has an odd broken border on a cream ground, with large and small floral clusters alternating. A heavy coin-gold edge and double hair line make a pleasing finish on the outside and inside of the border. The handles of the covered dishes, etc., are also gold decorated. Another creation on Nippon ware savors more of the English style of

decoration, being a parallel-line border in a light terra-cotta tint, over which is effectively applied bunches of pink roses and green leaves. A black and white lace-like figure and a deeper terra-cotta edge furnish the necessary contrast.

In a special line of light cuttings, A. P. Doctor is displaying some excellent values in salts and peppers at his showroom in the Albermarle Building, Twenty-fourth street and Broadway. A squat and tall style are shown in a tasteful and well-executed floral pattern that is a winner at the price. Also of special attractiveness are two or three styles in vases that offer something new in shapes and decorations. In rock crystal are plates, cracker-and-cheese dishes and bowls that have more than the ordinary amount of merit to recommend them.

It is safe to say that there is no line of popular-priced dinnerware on the market that attracts more attention than that made by the East Liverpool Potteries Co., whose complete range of designs is shown in New York by Edward A. Unger, 139 Fifth avenue. Every style is represented in the display, beginning with the conventional designs that are always in demand, and extending into those that present strikingly original arrangements and new color treatments.

Edward J. Burdett, the latest manufacturers' representative to make his debut in the trade, has secured the popular-priced line of mahogany and decorated trays made by Furst Bros., Baltimore, Md, and the light cut ware made by Cyril Lowe, Brooklyn, which also comes under the popular-price classification. In addition to these he has, as previously announced, the electric and gas portables made by the Imperial Art Glass and Lamp Works of this city, and the line of the Albright China Co., Carrollton, O. Negotiations are under way for the representation of another well-known dinnerware factory, announcement of which will be made later. This is a strenuous week for Mr. Burdett, who is speeding up the corps of electricians, painters,

decorators, etc., getting his showroom in the Fifth Avenue Building in shape and receiving the samples continually arriving from the various factories.

The buyer who hasn't a fixed idea of just what he wants should visit the salesroom of Thos. G. Jones, suite 202-206 Fifth Avenue Building, whose extensive line from the McKee Glass Co. answers nearly every requirement that can be made in glassware. Among the items on view are tumblers in every style and size, stemware in great variety, "Glasbak" cooking ware, blanks for cutters, cut glass, and an array of specialties.

BEWARE OF OVERCHARGING ON TAX!

COMPLAINTS have already begun to reach the Internal Revenue Bureau of retailers charging more than the actual tax on so-called luxuries. Reports so far indicate that most cases of overcharging were accidental, caused by the store clerks failing to acquaint themselves with provisions of the law. Officials are prompted, however, to issue a reminder that overcharging a tax may render the dealer or clerk liable to a fine of \$1,000 and a year's imprisonment. Dealers are urged to study the law and the preliminary regulations, which can be supplied by revenue collectors.

In the case of the luxury taxes, it is emphasized that the tax of ten per cent is imposed only on the excess of cost above a certain sum specified in the law for each kind of an article, and not on the entire sale price.

RECENT CUSTOMS DECISION.

THE Board of United States General Appraisers has decided that, the words "vitrified" and "semi-vitrified" and "semi-vitreous," as used in paragraphs 79 and 80 of the Tariff Act of 1913 should not be construed to have a rigid or too literal meaning. "Semi-vitrified" and "semi-vitreous," as thus used, do not mean chinaware or porcelain that is exactly one-half vitrified, but any ware of that character that is partially vitrified to an appreciable degree, whether more or less than half, according to the General Appraisers.

The merchandise in this case consisted of chinaware imported by A. A. Vantine & Co. and He Chong Fum & Co., of this city. It was assessed with duty at the rate of 55 per cent ad valorem under paragraph 80 of the Tariff Act of 1913, the protestants claiming that duty should have been assessed at 35 or 40 per cent under paragraph 79; at one of the rates under paragraph 78; or at 20 or 25 per cent under paragraph 81.

The Board, after reviewing the facts at great

length, reached the conclusion that the merchandise was properly assessed at the 55 per cent ad valorem rate, and the protests were accordingly overruled.

THE CONDITION OF BUSINESS.

The past week has been uneventful with New York the wholesalers as far as the receipt of big orders is concerned. Out-of-town buyers are becoming scarcer as the usual dullness at this time of year wears on, and local buyers are also conspicuous by their absence from the showrooms. No real spurt to wholesale business is expected before the buyers begin to come in to place their orders for the fall, when the various houses anticipate great activity on account of the favorable reports coming from retailers in all parts of the country.

Importers continue to receive a fairly liberal sprinkling of mail orders, which, while not reaching any great volume, are sufficient to show a continuation of the upward trend of affairs noted for the past few months. The traveling men representing these houses have all done good business—in fact, the principal concern is getting all the orders shipped that the salesman have booked.

The largest demand at the present time with the Japanese importers seems to be for special lines. One of the causes for a temporary lull in the items usually in greatest request is that the importers have little new to show, for the reason that a good many articles which were on the embargoed list have not yet been replenished. However, with a large quantity of new merchandise on the way things are expected to show an immediate improvement as soon as it arrives in the showrooms, for buyers, realizing conditions, are postponing the placing of orders for any more goods than they absolutely require, so that they will have the benefit of stocking up with the latest importations. The promised reduction of freight rates from San Francisco on china, glassware, toys, baskets, lamps shades, etc., from the Orient, which have been so excessive for the past three years, will probably result in prices being somewhat reduced.

A feature of the domestic dinnerware business with the New York agents is the consistent demand for goods. While a little persuasion is sometimes necessary to induce buyers to place orders, it does not have to be urgent, and a good business continues to be done.

The call for glassware is less reliable. One week the agents will report a fine demand, and the next week

quietude; or, one factory representative will be doing well while another will be complaining. On the whole, however, there is an improvement in the line, despite the difficulties under which it has labored in adjusting itself to the state of affairs brought about by the coming of prohibition, with the consequent substitution and pushing of other items to take the place of those affected by the change.

East Liverpool and Vicinity

Business with pottery manufacturers continues very active. Production is rapidly approaching a normal state, and shipments are made with a promptness which is very satisfactory. Buyers continue to visit the market, and their specifications are for both immediate and future delivery. The demand for high grade dinnerware is exceptionally active. Specialties are also in good request.

Pittsburgh and Vicinity

Business with the glass factories in this locality is somewhat "spotty." At times the mails seem to indicate that all buyers want stocks; then there will be a decided lull for a few days. Certain lines, however are in constant demand—notably tumblers. The better grades of blown and stemware, both etched and cut, are also in excellent request.

INDUSTRIAL ART IN ENGLAND.

RECENTLY there has been almost an epidemic of discussion in various quarters as to the best means of strengthening the artistic side of our national life and industry, says the London Pottery Gazette. It is, we suppose, a symptom of the general searching of heart occasioned by the exposure, through war-time exigencies, of some of our most regrettable deficiencies. There appears to be a general agreement that our artistic perceptions need to be intensified, but a less general consensus of opinion as to how this desirable process is to be carried out. Indeed, some of the discussions seem only to open up the further problem, "Can art be taught at all?" And this is a question so vital to the pottery and glass industries that we feel quite justified in inviting our readers' consideration to a brief thesis upon the topic.

First, it is necessary to establish our terminology for a great many people who talk and write about art at considerable length seem to have only the vaguest notion of what the word implies. For our present purpose we propose to define art as "the expression of a conception of beauty." The definition has been carefully thought out, and will, we believe, be found worthy of acceptance. As far as expression goes, undoubtedly instruction can be of value in imparting the secrets of technique and craftsmanship, as is done at present in

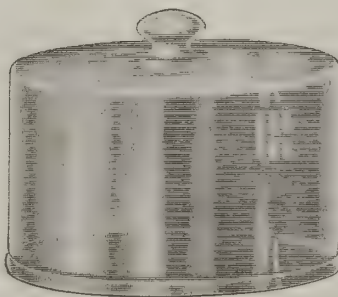
our many flourishing art schools and training centres by skillful and painstaking teachers. To teach the conception of beauty, however, appears far less feasible; the creative faculty is innate, and not acquired, and it is given to none of us to say, "Go to! now let us frame a genius." Yet even here history offers encouragement; for almost every great master in art has founded a school, showing that inspiration can inspire, as flame can kindle flame.

If, then, the British pottery and glass trades wish to encourage the artistic spirit in their midst, as, indeed, they must if they desire to maintain their pre-eminence in the markets of the world, they should keep in close touch with the developments of art education and see to it that there is an abundant scope for promising students to find work upon ceramic subjects. The manufacturers must carry on and extend the long and honorable tradition by which the great artists of the past have worked harmoniously for our world-famed factories. The dealers, too, must play their part by emphasizing in their window and interior displays and in their advertising the most artistic aspects of their wares. So all can help in creating and diffusing an atmosphere favorable to the development of industrial art in the British Isles to its fullest possible extent.

ESTABLISHED 1861.

GILLINDER, Philadelphia.

Protection from dust should be
the aim of all storekeepers.



We Make
COVERS.

All sizes and special
shapes to order.

Write for prices.

GILLINDER & SONS, Inc.,
Tacony, Philadelphia.

AUTOMATIC GLASS FEEDER.

THE trade is keenly alive to the necessity of replacing human gatherers by technical means, and an automatic feeder is now available to glass manufacturers at the William J. Miller machine shop, Swissvale, Pa.

This feeder is designed to eliminate the difficulty met with in operating a straight flow or pour-out system. The flow or pour-out system requires the employment of a special machine, mounting a greater number of molds than is practical to operate by manual feeding. If the flow system is not operated at high speed it produces wavy and blistered ware, generally sold as such at a lower price. It occurred to Mr. Miller that if the stream of glass could be retarded and then flowed suddenly in a large body in the same manner as a gatherer drops the glass into the mold, the irregularities and imperfections would be eliminated. Extensive experiments along this line produced results far beyond his expectations, and this invention is now at the disposal of the glass trade.

The principle on which this feeder operates is very simple, and the average glass man will easily see the practicability of it.

It operates as follows: After the glass has been started flowing through a large orifice it is suddenly severed and the orifice hermetically sealed, and a measured quantity and pressure of air is forced in, which causes the glass in the orifice to recede and for a short time flow in the opposite direction. When the shears are again opened the glass immediately starts flowing through the orifice and emerges in a perfect pear-shape form superior to that gathered by an experienced manual gatherer.

Another advantage of this type of feeder is that the scar or shear mark is done away with, due to its being forced up into the body of molten glass, where it is reheated and eliminated. This is impossible on the average flow type of feeder. The distance to which this glass is forced back through the orifice also determines the speed at which it is operated, and it is therefore practical to operate this feeder on the average five-mold machine and get excellent results. This feeder can be attached to the average hand-operated tank without putting out or even blocking the fire, and also repaired or removed in the same manner.

The shear, and what little mechanism is connected therewith, is mounted on a sub-base, and the entire mechanism may be removed in a few moments for repairs and a new one substituted.

The feeder has a speed of from eight to twenty-four per minute on the average line of ware. It drops a perfect gather and produces ware free from waves or blisters.

The weight of the gather can be regulated perfectly.

SHOULD HE FAVOR THE BUYER?

THE question has been brought up as to the ethics of a salesman's advising a buyer, on the quiet, of an approaching advance in the merchandise he sells, in order that the latter may beat the advance. The contention is made that, while this may be good business for the salesman and the buyer, it is the reverse for the employer of the former. Price advances are not made without reason in normal times, it is asserted; so when a salesman tips off a buyer and thereby saves the latter's house some money he is taking a similar amount out of the pockets of his employer. The tendency to do this is said to be an offshoot of the commission payment system, which makes the salesman largely dependent on the good will of the buyer for his living.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN WANTED.—One of the largest agencies in Boston, representing important pottery and glass factories, wants high-class salesman for New England territory. Address A 214, this office.

SALESMAN WANTED.—Young man acquainted with the local trade, familiar with china, glass and lamp lines. Chance for advancement. Address P. O. Box 5209, New York City.

WANTED.—Experienced office man with excellent knowledge of crockery, glass, notions, housefurnishings, toys, etc. Man with jobbing or manufacturers' agency experience preferred. For Southwest. Write full particulars and salary wanted to Room 280, Hotel Endicott, New York City. Excellent future. Large jobbing concern.

SITUATIONS WANTED.

SALESMAN of wide experience selling cut glass, china and lamps will consider proposition to travel through the South and West. Excellent references. Address A 215, this office.

POSITION WANTED.—By a young man who can decorate and fire glassware. Address C. K., 536 Lake Drive, Milwaukee, Wis.

FOR SALE.

CUT glass business is flourishing. Will sell a complete manufacturing equipment, consisting of positively the best tubs, pulleys, stones, spindles, frames, shafting, hoppers, motors, etc., ready to start up without delay, at a very reasonable price. Better act quickly, as business is rushing. Good reasons for selling. Address A 212, this office.



SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,

Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo.

CROCKERY and GLASS JOURNAL

NEW YORK, MAY 15, 1919.

CONDITION OF TRADE.



New York There has been a quiet tone to business during the past week, with nothing to characterize it from the usual between-seasons trade. What demand there was, very evidently came through the necessity of keeping stocks replenished until regular fall orders are placed. Out-of-town buyers were few, but those who did put in an appearance placed sufficient orders to liven things up considerably.

Most of the road men representing the import houses have returned or are on their way back, and with few exceptions report a healthy condition, with a steadily upward trend.

Domestic dinnerware orders show no falling off among the New York pottery representatives, the call being quite active and in fairly good volume for this time of year. Business does not come in unsolicited, however; but it is to be had if it is gone after.

There are evidences of a brighter outlook in domestic glassware. A number of good-sized orders have been reported, and there is without a doubt quite an improvement over the dull conditions that formerly existed. Specialties figure prominently in the orders now being taken.

Illuminating glassware begins to reflect the slow but gradual improvement in building operations. Business has not reached anything like the proportions the agents would like to see, but it is sufficient to offer a good deal of encouragement.

Reports relative to retail conditions continue to be of the most optimistic character, many stores reporting a record over-the-counter distribution, not only of staple commodities, but also of luxury articles. This condition apparently obtains in all parts of the country, and particularly in the West and South, where the unusually good prices received for farm products have strengthened the financial position of consumers. Some idea of the prosperity which prevails in retail circles may be gained from the approximate reports of the business done during April by F. W. Woolworth & Co. Indications point to about \$9,500,000, or an increase of more than \$2,000,000 over the corresponding month last year, and a gain in sales of nearly \$4,000,000 is shown for the first quarter of the year as against those in the same period a year ago.



Pittsburgh and Vicinity

It is the opinion of glass manufacturers in this district that the turn of the road has been reached. More freedom in orders is being experienced than at any time since January. Buyers seemingly have rounded to the thought that the market is not going to change, and as a result have started to anticipate future requirements. Cutting shops are working on better schedules than for quite some time. Staples are in better request and from a larger variety of buyers. An improvement in the demand for lighting glass is also reported. Tumblers are in heavy demand, the entire line selling well. Mail orders are considered good. Export business is holding up nicely.

where licenses are obtainable from the country of import.

East Liverpool and Vicinity Business with pottery manufacturers in this territory continues good. Jobbers and department store buyers still visit the district with considerable regularity. The better class of merchandise is called for, and advance orders indicate that this phase of the demand will continue. Specialties are in very good request. White ware is also in active movement. The general volume of orders being received by some of the plants for hotel ware show that this part of the business is regaining its recent lost motion. Production shows an increase, and transportation facilities are normal, both by rail and water.

WELL OVER THE MILLION MARK.

WHILE the China, Glass, Toys and Housefurnishing Division of the Victory Loan Committee did not reach the full quota assigned, it succeeded far beyond expectations. The subscriptions listed below, added to those published in our last issue, total \$1,124,250. L. S. Hinman and the members of the various committees are to be congratulated.

| | | | |
|----------------------------------|----------|---------------------------|---------|
| National Enameling & Stamping Co | \$60,000 | James B Boote | \$2,500 |
| Wirebound Corp | 36,000 | Gund Mfg Co | 2,000 |
| R E Dietz Co | 25,000 | H C Kupper Emp. | 2,000 |
| J T Kelly | 23,000 | M Kirschberger & Co, Inc | 2,000 |
| S H Kress & Co, add'l | 20,000 | Kiefer Bros Cut Glass Co | 2,000 |
| Ovington Bros | 20,000 | Milton Bradley Co | 2,000 |
| Gleason-Tiebout Glass Co | 18,200 | L Bernardaud & Co | 1,700 |
| Palm Bros & Em. | 17,700 | Anonymous | 1,600 |
| Maddock & Miller, add'l | 15,000 | Josiah Wedgwood | 1,500 |
| C W Kress | 15,000 | J N Schwartz | 1,500 |
| Central Stamp'g Co | 13,000 | Federal Doll Co and Emp | 1,450 |
| Budde & Westerman | 10,000 | William Goldblum | 1,400 |
| Meakin & Ridgway | 10,000 | Emil Kupfer | 1,300 |
| Hugh C Edmiston | 7,000 | W H Barron Co | 1,200 |
| W A Stokes | 5,000 | R Gaertner, add'l | 1,000 |
| C H & E S Goldberg | 5,000 | Harry J Fisher | 1,000 |
| Anonymous | 5,000 | H Endres | 1,000 |
| Rowland & Marsellus | 5,000 | A Behrend | 1,000 |
| W H Plummer & Co | 5,000 | Nathan Rosenstein | 1,000 |
| George E Anthony | 5,000 | Foulds & Freure | 1,000 |
| Clarence Levy | 5,000 | W M Ferguson | 1,000 |
| L D Bloch & Co | 5,000 | J M Lummis | 1,000 |
| Louis Wolf & Co | 5,000 | McKenna Bros Sales Corp | 1,000 |
| Jennie H Chabot | 4,000 | S Herbert Cut Glass Co | 1,000 |
| August R Hauser | 4,000 | Samuel Lewis | 1,000 |
| Henry F Wolff | 3,000 | G M Thurnauer & Co, add'l | 1,000 |
| Bass & Bass | 3,000 | Julius I Baer | 950 |
| William Coles | 3,000 | Samuel Levy | 600 |
| J R Gibney & Co, Inc | 3,000 | D Friorentino | 600 |
| Benjamin O Lord | 2,500 | W J Thorpe | 500 |
| Frank & Danziger, Inc, add'l | 2,500 | | |

| | | | |
|----------------------------|-------|--------------------|-------|
| John W French | \$500 | John H Rosch | \$100 |
| Crockery and Glass Journal | 500 | Edwin Mayhood | 100 |
| A J Fondeville & Co, add'l | 500 | W Kossovsky | 100 |
| Royal Copenhagen Por Works | 500 | T W Hamilton | 100 |
| Mrs M Musgram | 500 | Geo A McCakie | 100 |
| Victor Brisbois | 500 | Louis Moritz | 100 |
| U Fukushima | 500 | O K Clothes Dryer | 100 |
| L S Hinman, add'l | 500 | Sam Pulver | 100 |
| Lee Schoenthal, add'l | 500 | Wm Nagel | 100 |
| A H Hays | 500 | J Lyons | 100 |
| Katherine Walbridge | 500 | Max Friedman | 100 |
| Helen Walbridge | 500 | N Dessau | 100 |
| Ethel Walbridge | 500 | S Sansone | 100 |
| E H Peck | 500 | W G St Clair | 100 |
| Anna W Peck | 500 | Anna Lauer | 100 |
| J Giamone | 500 | Anna V Braun | 100 |
| Vincent Sia | 500 | Peter P Moir | 100 |
| H Reader & Sons | 500 | Henry Rosenstein | 100 |
| William S Gordon | 500 | Adolph Wein | 100 |
| Carl Silverman | 500 | Max Wein | 100 |
| Saul Guinsberg | 500 | Harry K Fitzgerald | 100 |
| Thos G Jones | 500 | Charles Kavovitt | 100 |
| M Levine | 500 | Wm J Kennedy | 100 |
| Sidney B Whitlock | 500 | A Crussie | 100 |
| Louis Levien | 500 | Geo Lutz | 100 |
| Margaret McBride | 500 | Gustav Bernhardt | 50 |
| Clarence Packer | 400 | Sigmund Polack | 50 |
| E B Frank | 300 | Herman Baer | 50 |
| E J Williams | 300 | A Bott | 50 |
| G Ganga | 300 | Ruby Cook | 50 |
| Frank W Stone | 250 | Minnie Starck | 50 |
| H Siegel | 200 | E Eberhardt | 50 |
| Arthur G Stier | 200 | I Lachenbach | 50 |
| Ella Werher | 200 | S Heltzer | 50 |
| Estelle Hasberg | 200 | Z Goldstein | 50 |
| Edm'n Warrin, add'l | 200 | Mary Peck | 50 |
| C K Urquhart | 200 | Harold Allpeblum | 50 |
| Thos Arlatto | 200 | Sophie Eiserman | 50 |
| Haber Bros, Inc | 200 | Dora Kreiger | 50 |
| Fletcher D Dodge | 200 | Martha Hoffman | 50 |
| Arthur A Gevling | 200 | S Williams | 50 |
| Charles P Holland | 200 | Louis Goodman | 50 |
| John L Brisbois | 200 | G Pearson | 50 |
| H L Bunker | 200 | W Holzhauer | 50 |
| Frank J Challinor | 150 | William Kiefer | 50 |
| C J Dela Croix | 100 | J Kutschao | 50 |
| George W Brownley | 100 | Mabel A Dowdney | 50 |
| K Bravin | 100 | Christian Ferstler | 50 |
| Carl Glanan | 100 | M Laba | 50 |
| William E Doctor | 100 | Charles Zackman | 50 |
| Mildred E Crowley | 100 | Henry Eck | 50 |
| | | N Levisohn | 50 |
| | | Edward Stern | 50 |
| | | J C Engelman | 50 |

CERAMIC SOCIETY'S SUMMER MEETING.

THE American Ceramic Society will hold its Summer Meeting, 1919, at Buffalo and Cleveland. The members will assemble at Buffalo on Monday evening, August 4th, and plants of various kinds will be visited in that city and Niagara Falls. The trip to Cleveland will be made by boat, and similar visits will be made in that vicinity.

The 1920 Annual Meeting will be held at Philadelphia, with headquarters at the Hotel Walton. The dates are February 23-26, 1920.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

THESE are strenuous days for Paul L. Zoellner, local manager for Gillinder & Sons. The office was removed from 19 Madison avenue to 224 Fifth avenue on May 1. The new quarters, which are being extensively altered and redecorated to suit the concern's requirements, are still in the hands of the workmen, and it is keeping Mr. Zoellner busy seeing that his ideas are properly carried out, and at the same time keeping in touch with the trade. When the alterations are completed the showroom will be not only very attractive, but also quite unusual in its arrangement.

A very odd and charming creation, and the first of its kind to be placed on the market, is being shown at the salesroom of Oscar O. Friedlaender, Inc. It is an assortment of hand-crocheted lamp shades fitted over wire frames and with silk linings. Ornamented with fancy crocheted braid and other effects, they are very suggestive of dainty French designs. Those intended for hall lights are inverted and suspended by tassel-trimmed silk cords. The line is made in pink, old rose, blue, and two shades of green.

The Pairpoint Corporation's lamp exhibit at 43 West Twenty-third street is more attractive than ever this season, which is saying a great deal when considering the concern's achievements in the past. The beautiful metal bases introduce many new shapes and several artistic finishes that will be found of particular interest, while the hand-painted shades could not be improved upon. There are new marine, woodland, and sunset scenes, as well as floral and figured effects of great beauty. A Flemish tapestry pattern is particularly admirable.

When quality, substantial workmanship and fine finish are considerations there is no line of electric and gas portables on the market that will give better satisfaction than that made by the Manhattan Brass Co., 332 East Twenty-eighth street. The new designs fitted

with parabola shades as well as with hood shades are shown in a large variety of floor and other style lamps.

The accompanying illustration shows one of the latest leaders from the Pittsburgh Lamp, Brass and Glass Co. on view at the company's New York salesroom, 35 West Twenty-third street. It is a fixture ap-



propriate for either the home or commercial use. Its exclusiveness of design, efficiency in illuminating qualities and attractiveness of price make it an excellent seller. It comes in three decorative treatments—rose-garland on bowl of buff, pink or blue—and plain white. The metal parts are in a beautiful gold-plated finish. Fixture comes with or without wiring.

The Lillian Mfg. Co., has been incorporated in this city to manufacture lamps, lamp shades and novelties with a capital of \$25,000 by M. Herbert, S. Neuwirth and B. Alperstein.

A publicity campaign has been instituted by J. L. Wolfe, National Secretary of the Lighting Fixture Dealers' Association of America, whose headquarters

are at Cleveland, O. The literature being sent out is of special interest to lamp, fixture and illuminating glassware manufacturers.

AT CHICAGO.

BUSINESS continues to improve. It is now evident that the worst of the period of uncertainty is over. Buyers are taking merchandise with more freedom, and there is a confidence in the future not hitherto manifested. The writer saw a number of State street buyers out looking at merchandise in the rooms of the factory representatives last week. It must be a pressing need which sends these big buyers from their lairs in search of goods.

There never was a time when the call for dinnerware was louder than it is at present. Sales in the department stores are beyond all expectations. The demand is not for the cheapest grades, in spite of predictions that high prices would bring the bulk of the demand at the bottom. Neither is the most expensive ware selling best. The demand is right in the middle, where it should be. Domestic pottery showing good body and workmanship, and some snap in patterns, was never in better demand. The stores are pushing out such stocks as they have on hand very rapidly, thereby insuring the potteries a big volume of business for the fall.

Regarding French and English china, it is thought that some months will pass before shipments will even approach a pre-war schedule. In France the potters are reorganizing their shattered forces as rapidly as they can, and are making fair progress, considering the conditions under which they are working. Of course in England the disorganization was never as great as in France, and the potters there have fewer loose ends to pick up.

Miss Margaret Kelly, buyer for the Eau Claire (Wis.) China Co., was a visitor in the city during the week.

E. E. Ault, traveler for Earl W. Newton and Associates, has returned from an out-of-town business trip.

The Chicago Retailers' Association, which includes many concerns interested in the sale and distribution of crockery and glassware, held its annual meeting at Kuntz-Remmler's restaurant last week. It was decided to enlarge the scope of the organization so that it will include all the members of retail associations throughout the city. When the membership has been made as near 100 per cent as possible a campaign will be

launched to boost the retail interests of the city. This will be undertaken in various ways. Better arrangements with jobbers will be sought, and a determined effort will be made to bring more out-of-town people into the city to do their buying.

The heavy buying of soda fountain glassware continues, according to reports from factory representatives who have lines of that sort. Many new fountains will start in Chicago after July 1, the majority of them going into premises formerly occupied by saloons.

I. S. Potter, of the Hocking Glass Co., Lancaster, O., is one of the expected arrivals in the city next week.

DATA FOR AN ESSAY ON POTTERY-MAKING.

POTTERY-MAKING antedates history. Crude specimens have been found among fossils, showing that man made pots in the dawn of the world. Egypt claims to have baked earthenware in 5000 B. C. The Chinese, to whom we owe our knowledge of china, began its manufacture in the year 2698 B. C. Specimens have been excavated in Crete dating back 500 years before the Christian era than which nothing is made to-day so beautifully shaped, so exquisite in coloring, and so well potted. There is one piece in the Metropolitan Museum of Art in a soft French gray which has never been equalled for color. Germany was making pots 400 B. C., and Italy a couple of hundred years later. England began in the XIII century, and France about the same time.

The first record of potting in the United States shows that it was at Philadelphia in 1770, but as an industry it only dates back to 1845.

The potter's wheel dates back to 400 B. C. and is still in use to-day without material change, although for quantity production it has been replaced by the "jigger," invented in the early eighties. There is hardly any industry where so little machinery is used. In the case of the jigger, while it can do many things it cannot "throw" a piece of ware, and there will never be anything invented that can take the place of the human hand in shaping a large body with a slender neck.

Great advances have been made in the quality of domestic pottery within the past few years. The improvement began in 1876, when the English exhibit at the Centennial Exposition stirred the American manufacturers to a sense of their shortcomings. The English potter, alive to the new competition, also improved his ware, and there has been a close rivalry ever since, until now the best made in 1876 is poorer than the poorest made to-day in either country.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The outlook for better business in the glass trade is very bright. Sales managers report that from practically all parts of the country the most optimistic reports are being received. Both jobbers and department store buyers are seeking new stocks. The former are branching out in different directions after new accounts, and the latter are wanting the latest goods the market affords. The merchandise men of these stores are giving the buyers more freedom, and they are keeping up their stocks. One of the best-posted glass manufacturers in this district says: "In my opinion an era of unprecedented prosperity is just ahead."

It is said that the Central Glass Works at Wheeling will spend about \$30,000 on improvements in order to care for its increased business due to taking over the Chippendale line of ware formerly made by the Jefferson Glass Co.

The Pittsburgh Lamp, Brass and Glass Co. this week moved its city sample rooms into the Chamber of Commerce Building. Its former quarters in the Century Building on Sandusky street have been converted into a club room for the Fifteenth Engineers, whose regiment returned from France last week.

Buyers visiting the glass market recently were H. P. Sinclair, of the Sinclair Glass Co., Corning, N. Y.; William Schwartz, for the George H. Bowman Co., Cleveland, O.; Mr. Schaffer, for the Culberson, Grote & Rankin Co., Spokane, Wash.; R. Hoffman and his assistant, Miss O'Brien, for the Pettis Dry Goods Co., Indianapolis.

During a recent session of the Pittsburgh Stock Exchange considerable activity in United States Glass Co. stock was noted. Over 700 shares were sold, advancing $7\frac{3}{4}$ points in two days. The stock closed at $39\frac{1}{2}$. An official of the company said that the strength of the shares might be due to the very large foreign

business now being done with England, Australia and Cuba. The sales of the company for the first nine months of the fiscal year are much larger than for the corresponding period in 1917-18.

Following the receipt of the news of Ensign Hugh J. Adams' fatal accident, President Marion G. Bryce of the United States Glass Co. issued the following:

"It is with sincere regret that we announce the death of Ensign Hugh J. Adams, who met with an accident May 5 by which both he and his mechanic were instantly killed while flying at Rockaway Beach, N. Y.

"Hugh Adams was a self-made man, and it simply was a marvel the way he went into the aviation school and, by sheer force of his perseverance, worked his way up to a commission and became one of the best aviators in the service. He was right in line to make the attempt to cross the ocean in an airplane, and it is exceedingly unfortunate that his short, but brilliant, career has been ended so suddenly.

"He was universally esteemed by all the people in this company; and I am sure that all who knew him join with us in extending our sincere sympathy to his parents, brother and sister in their bereavement."

The body of Ensign Adams was received at his home in Pittsburgh last Friday morning, and funeral services were held in the Central Presbyterian Church on Saturday afternoon. The floral offerings were profuse and most elaborate. He was a member of the Western Glass and Pottery Association in addition to his Masonic and Elk affiliations. The funeral was the largest ever held in the church.

Throughout the country, and especially in the South, there is a decided improvement in building conditions, and this is reflected in the increased orders being received for lighting glassware. Southern jobbers have been active in buying this line during the past fortnight, while electrical contractors are forwarding specifications for special work.

The cutting shops hereabouts are showing more activity. The demand for this class of merchandise is increasing as the season advances. Both light and

heavy cut ware is in better demand than for several months.

The Wellington Glass Co., Cumberland, Md., has a heavy volume of orders on hand for opal lighting glassware, and contemplates increasing the production of this line.

John M. Brown, one of the oldest, and at the same time most active, business men in the Wheeling district, died a few days ago, aged eighty-one. He was a member of the board of directors of the Imperial Glass Co., at Bellaire, O.

W. A. B. Dalzell, of the Fostoria Glass Co., Moundsville, W. Va., who acted as County Chairman of the Marshall County Victory Loan Committee, says the quota of \$400,000 was oversubscribed.

The demand for soda fountain and soft drink glassware continues very active. The factories formerly featuring bar goods are now making special drives on these two lines.



Stanley Kisinski and his sons, Marion **Star City,** and John, of Vineland, N. J., are now **W. Va.** here arranging to erect a glass factory to be known as the Morgantown Glass Co. The concern was formed over a year ago, but on account of the restrictions on materials and transportation construction of the plant was held up until now. The concern will manufacture glassware for chemical laboratories.



The Lafayette Glass Co., whose plant **Clarksburg,** was recently destroyed by fire, will be **W. Va.** rebuilt. Bids are now being taken for a plant that will cost upwards of \$150,000. Over 300 glassworkers will be given employment when the factory is placed in operation, which is expected to be late in the summer.

THE HOMER LAUGHLIN CHINA CO. APPOINTS COX & COMPANY ITS AGENTS.

COX & COMPANY, successors to Cox & Lafferty, this city, have been appointed agents for the Homer Laughlin China Co., East Liverpool, for all of the East except the city of Pittsburgh.

About every agent in New York has been trying for years to get this representation, and it is a big compliment to Cox & Company that they have received the appointment. Likewise it is a good selection on the part of the manufacturers. Cox & Company are well

known, have a large, well-organized force, and will be able to handle the business successfully.

It is a case where congratulations should be extended to both parties.

ENGLISH FEAR LOSS OF POTTERY TRADE?

FEARS that the United States will capture the pottery trade with Canada and other countries, long held by English firms, are being voiced in England, says the London Times, and in an article on the subject quotes a prominent English manufacturer as saying: "My fear is that the Americans are going to make a big attempt to capture the Canadian trade of the British potters," and further states that this view is shared by many others.

"The American pottery industry, though of mushroom growth, is decidedly vigorous, and possesses economic advantages over the British industry," continues the article. "It has a supply of natural gas for firing, which, though somewhat irregular and not so good as formerly, nevertheless saves considerable fuel cost; and, moreover, the coal required is obtained much more cheaply than ours by reason of the seams being nearer the surface. Its factories, too, are new and organized on the best English and Continental experience, whereas many of our works are old and are only being modernized by degrees.

"Before the war Canada had become by far the best of the British potters' oversea markets, and it is too near to the United States manufacturers to be overlooked. Moreover, the latter can pack great wagonloads of ware at their factory doors and send them by rail direct into Canada. On the other hand, the English manufacturers have to add to the cost of production heavy sea freights and, during a good part of the year, when the St. Lawrence is frozen, overland charges as well. American potters also will go more extensively into the big South American markets; but there they will not be so favorably circumstanced, for their goods, like ours, will have to be sent a long distance by sea.

"Technically, American pottery is distinctly inferior to British, but it is improving. Their earthenware is particularly subject to crazing (cracking of the glaze), due, it is thought to the use of native china clays, inferior to the English. To counteract this bad defect, the United States potters fire their ware to a greater heat than the English; and this, in turn, causes trouble with underglaze colors and limits the available palette. Such delicate colors as pinks and purples, which give difficulty even to the English manufacturers, are a veritable problem to the American potters.

"The American designs are improving, especially in lithographic transfer work, but generally they are decidedly inferior to the English. The better class

houses in the States are now buying a certain amount of American ware, whereas their purchases were formerly mostly British; but there is still a preference for English goods, which are recognized as superior, both technically and artistically.

"In ordinary lines—such as printed and gilt and litho and gilt—the American potters are increasingly winning their home trade, but their will remain a market for the highest classes of English goods, such, for instance, as are seen in the best London houses. In Canada and South America there is a big demand for middle-class and cheap wares, and there the competition of the United States is regarded with some perturbation."

The New York Journal of Commerce sent out a reporter to interview the trade on the subject, with the result that the following appeared in Tuesday's issue:

"There is no reason for the English potters to be alarmed over the prospect of losing their Colonial trade with Canada, according to the members of the pottery trade in New York. They avowed yesterday that the difference in tariff was sufficient to protect them from this loss. Whereas the import charge on British pottery entering Canada, is only 17 per cent, a 34 per cent tax is placed upon the same commodity when it is sent to the Dominion from the United States. This, they state, precludes the possibility of the American manufacturers capturing this part of England's trade.

"During the war the British production was cut down 40 to 50 per cent because of the shortage of workers and materials. As this was hardly more than was needed for the domestic consumption, the potters could not continue to ship to satisfy the demands of the Colonial trade. This gave the American manufacturers an opportunity to send their goods to some of this territory, and explains in a measure why the potters are a bit frightened by the prospect.

"Exception was taken to several of the statements made in the foregoing article. As to the reference to 'mushroom growth,' it was pointed out that the pottery industry was started in 1845 at East Liverpool, Ohio. During the past ten years they admitted that it has made striking advances in methods and products. While members of the trade were of the opinion that three or four English potteries had the edge on the best produced in America, they declared that the United States manufacturers were turning out goods that compared favorably with the general run of the British.

"As to the use of 'clays inferior to the English,' it was pointed out that more than \$3,000,000 worth of English clays were imported in 1918 for use in the plants of this country.

"While the English potteries were unable to supply their Colonial trade wants the American producers entered the field. Canada and Cuba obtained their pottery needs from the United States, and shipments

were made to various countries in South America. However, it was admitted that there was little hope for American firms to hold the trade, as the relative labor costs would eventually cause the British to regain the business. Before the war American labor costs were estimated to be 111 per cent higher than those in the United Kingdom.

"Germany controlled a large percentage of the china trade before the war, but it was predicted yesterday that it would be years before she could hope to become a factor again. It was declared that the German makers of chinaware had operated at 30 per cent of capacity for the past four years, and that the production was not enough to supply the home market. It was said that there were no stocks on hand, and hence her influence on trade conditions was discounted heavily.

"In the branch of hotel goods, it was asserted that the American potteries had experienced a development that put them on a parity with the very best produced in the world. In other lines great progress had also been made."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 15, 1919.

GENOA

Str. Sofia, May 9.

| | |
|----------------------------|-------------------------|
| 36 packages glassware..... | Morris Goldberg Son |
| 2 " "..... | Frankel Importing Co |
| 6 " "..... | American Art Novelties |
| 66 " "..... | A Lorsch & Co |
| 7 " "..... | S A Frost & Son |
| 5 " "..... | R Messe |
| 16 " "..... | Nelson Bead Co |
| 11 " "..... | Manhattan Bead Chain Co |

Str. Pasaro, May 14.

| | |
|----------------------------|---------------------|
| 36 packages glassware..... | A & H Veith |
| 4 " "..... | Seit Son & Co |
| 2 " jet glassware..... | J J Wyle & Bro |
| 1 " earthenware..... | F B Vandegrift & Co |

LIVERPOOL

Str. Baltic, May 9.

| | |
|--------------------------|------------------|
| 1 package glassware..... | Meakin & Ridgway |
| 2 " lamps..... | E Boote |
| 1 " chinaware..... | Meakin & Ridgway |

PALERMO

Str. Canoga, May 9.

| | |
|-----------------------------|---------------------|
| 2 packages earthenware..... | F B Vandegrift & Co |
| 1 " glassware..... | " " |

IN NEW QUARTERS.

THE Dickar Corporation, distributors of "No nik" patented soda fountain and table glassware, formerly located in the Times Building, announce their removal to more commodious quarters at 632-5 Broadway.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.MECHANICAL DEPT.
TEL. 5086 BARCLAY.

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| Single copies..... | .10 |

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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MAY 15, 1919.

THE SHOW WINDOW AGAIN.

THIS is an old subject, but one which cannot have too frequent repetition, for every store owner, department head, or whoever is responsible for the dressing of the windows, should have thoroughly impressed upon him the importance of the show window as a business getter.

It is impossible to overestimate the value of a carefully-trimmed window. It has demonstrated its worth as a sales-stimulator over and over again. Anyone who will take the time to investigate can soon be convinced of the truth of this statement. Stop for a few moments in front of a window containing a tastefully-arranged display of china, glassware, lamps, housefurnishings or toys—or, in fact, any kind of merchandise—and observe the number of people that will stop to look. Frequently persons who have been thus attracted will go directly into the store to buy something they have seen, or, if not, they have been so favorably impressed that the next time they are in need of anything in that line the first store they will think of will be the one where they saw the window filled with such an array of beautiful things.

The most successful stores are the ones which give the greatest amount of attention to displaying their goods attractively. One well-known department store which the writer has in mind never hesitates about any expense connected with window dressing. The dressers are all experts. One specializes in arrangement;

another in colors—for judgment in combining colors is indispensable to a tasteful window—and so on through a complete staff, each having his special branch of work. Men of this type cost money; but when one stops to consider the business that is brought in through their efforts it is one of the best investments that a store can make. There is no form of advertising that pays better.

Of course every store cannot afford a professional window dresser, but it is a poor establishment that does not contain someone with a taste for this sort of thing; and to such a person the work should be given over. A little study, backed up by the proper encouragement, will work wonders, and excellent results will often be obtained.

PERSONAL.

HOME from the war, Sergeant Clarence Levy, son of Julius Levy, the well-known crockery man, clinched his patriotism by immediately buying \$5,000 worth of Victory Bonds. While abroad he saw hard service, being in almost continuous action for six months. He was wounded at Chateau Thierry.



Robert D. Miller, of Herman C. Kupper's traveling staff, returned home last Saturday after making a trip that took him as far as Portland, Me. "Bob" is making a host of friends on the road, and is proving that he has the genuine Miller "pep" for selling goods.



J. A. Ackley, of the Ackley China Co., Poughkeepsie, paid one of his frequent buying visits to the market on Tuesday of this week. He said business was steadily improving with him and he was looking forward to an unusually big year.



M. Takagi spent Wednesday and Thursday of this week in Boston taking up special matters relative to the Taiyo Trading Co.'s business in New England with W. M. Pingree, who represents the company in the Hub.



Albert E. Snow, the well-known lamp salesman for so many years with the Plume & Atwood Mfg. Co., reports the death of his mother at the ripe old age of ninety-six. She had lived through four wars, and up to the very last was intensely interested in the latest struggle.



Herbert Schulenburg will shortly start on a Western trip with a new line of Palm Bros.' decalcomania.

He will carry over 400 new patterns—all made in their Cincinnati factory.



Lieut. William M. Friedlaender, who recently returned from France after two years overseas with the old 69th, was discharged from service on Wednesday, and after a few weeks' rest, which will really be in the nature of a honeymoon trip—he was married just previous to his sailing for France—will resume his duties as head of the firm of Oscar O. Friedlaender, Inc.



H. C. Bedlington, the recently-appointed Canadian representative of the Taiyo Trading Co., left Toronto on Monday for a three weeks' trip through the Dominion in the interest of the firm.



A. J. Fondeville returned to business last Friday after an eight weeks' vacation. The trouble he had with his hand—which necessitated an operation before he went away—is gradually disappearing.



A. G. Hallgren, buyer and salesmanager of the china department of Albert Pick & Co., Chicago, arrived here last Friday to place orders. His appointment as manager of sales in addition to the buyership is a testimonial to his efficiency and a very complimentary recognition on the part of the firm of his valuable services.



E. Appelbaum left on Monday for Albany as the first stop on a tour of New York State in the interest of Oscar O. Friedlaender, Inc.



I. P. Cohen, buyer for James M. Stewart, is a real old-timer and knows the tricks of the trade as well as any man in the business, having started with Joseph Morton at Greenwich and Barclay streets at the close of the Civil War. He was New York representative for the Buffalo Cut Glass Co. for fifteen years. Buying is not a new experience for him, either. He was assistant to John Ling at Abraham & Straus's, Brooklyn, at one time, and has also held other positions of the kind.



W. R. Showacre, secretary of the Mound City Glass Co., Lumberport, W. Va., arrived in town on Monday to consult with Thos. G. Jones, the factory's newly-appointed representative here.



Edward J. Burdett is whooping it up these days. Scarcely a week passes without the announcement of the acquisition of another factory to the list he will represent in the New York market. His latest is the C. C.

Thompson Pottery Co., East Liverpool, whose dinnerware samples are already on his tables. This is the first time the factory has been represented in the metropolis.



W. E. Wells and Marcus Aaron, of the Homer Laughlin China Co., East Liverpool, arrived in town last Friday to complete arrangements with Cox & Lafferty for the representation of the concern's line in New York.



Jones, McDuffee & Stratton Co.'s Southern representatives, W. J. Chenoweth and C. J. Keating, are now finishing their winter trips, and will soon be at the home office in Boston getting up samples for their fall tours.



J. G. Kaufmann, editor of "China, Glass and Lamps," published in Pittsburgh, was a caller at the CROCKERY AND GLASS JOURNAL office while in town the latter part of last week on a combination business and pleasure trip.



L. I. Mott, right hand man of William Dougherty, local manager for the Consolidated Lamp and Glass Co., returned to business on Tuesday after an attack of influenza—the second he has experienced within a few months.



Lieut. Harold C. Noe, youngest son of Wm. R., who has been overseas for the past year and a half, returned home last week. He has been with the Army of Occupation at Coblenz since the signing of the armistice. After a short rest he expects to resume his duties as manager of the Wm. R. Noe & Sons factory, Brooklyn.



Kennard L. Wedgwood, American representative of Josiah Wedgwood & Sons, Ltd., sails to-day (Thursday) on the Baltic for England, to spend several weeks at the factory.



Joseph Hurd, of the Wm. S. Pitcairn Corporation sales force, returned home last Saturday from a ten weeks' trip through the West, during which he corralled an eminently satisfactory lot of orders.



F. W. Hohenzollern, the one-time Clown Prince, is reported as having gone into the pottery business, a company being formed to utilize the calcareous sand on the Island of Wieringen in the North Sea, in which enterprise he is said to be a large investor, and of which he has been named as managing director. Willie has evidently not received enough jars in the past few months.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- Mr Hoffman, hf, Pettis D G Co, Indianapolis. 230 Fifth ave.
 D Oelschieskie; t, Wise, Smith & Co, Hartford, Conn. 105 Grand.
 F Larsen, t,g, F Larsen & Co, Copenhagen, Denmark. Biltmore.
 R R Davis, t, Carson, Pirie, Scott & Co, Chicago. 404 Fourth ave.
 E Brennan, c,g,l, Rothschild & Co, Chicago. 470 Fourth ave.
 H D Kantor, t, Kantor, Lion & Co, Memphis, Tenn. Pennsylvania.
 M J Rosenblatt, hf,t, Shartenberg & Robinson Co, Pawtucket, R I. 404 Fourth ave.
 C J Robinson, c,g, Jordan-Marsh Co, Boston. 432 Fourth ave.
 H W Towne, s,l, J V Farwell Co, Chicago. 72 Leonard.
 M Klopfer, t, Billstein-Klopfer Co, Cleveland. Commodore.
 L F Rosenberg, l, Metal Products Corp, Providence, R I. Breslin.
 Mr Heckel, l, Wm Hengerer Co, Buffalo. 2 West 37th.
 F P Hanck, t, J Meckes' Sons Co, Cleveland. Pennsylvania.
 J E Mizer, t, E Malley Co, New Haven, Conn. 404 Fourth ave.
 H M Hollander, t, J Samuels & Bro, Providence, R I. 116 West 32d.
 W H Brown, hf, Brown & Co, Harrisburg, Pa. Imperial.
 R M Dean, t, R H White Co, Boston. 470 Fourth ave.
 P B Johnson, s, Halle Bros Co, Cleveland. 220 Fifth ave.
 G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
 A J Parish, c, g, E B Taylor Co, Richmond, Va. York.

KNOW TO WHOM YOU ARE GIVING.

THE Merchants' Association of New York thus warns charitably-inclined business men against the possibility of being victimized:

"When you are approached by a solicitor it is well to remember that the laws of our State are very strict concerning certain types of organizations, principally child-caring or child-placing agencies.

"It sometimes happens that seemingly sincere people are, or pretend to be, much surprised when told they have been breaking the law. It might be thought that ordinary common sense would lead would-be organizers to learn something about the law and conditions under which they must work. But many apparently think a good impulse is sufficient.

"Some such impulse may be the motive which im-

pels Mr. John A. Matthews to ask for funds for various and sundry homes, missions and charities. Not long ago he was asking for help for a Children's Home in Glenwood, Pennsylvania, which we have been unable to locate. He stated he wished to open a home in Brooklyn 'to distribute funds.' Interesting, but delightfully indefinite!

"Next he was asking money for orphans in Palestine.

"Now he is using the name 'Christian Workers of America.'

"At the address in Brooklyn we learn that Mr. Matthews, or Rev. Matthews, as he sometimes calls himself, has started a small mission called 'The Come Outers.'

"While this mission may fill a need of the community, we feel that the business men of Manhattan who are being asked to support it should be able to learn something definite in regard to aims, ideals and work accomplished, as well as the responsibility of those in charge."

GOLFERS TO OPEN SEASON MAY 22.

A TENTATIVE date has been set for the first game of the series of tournaments to be played the coming season by the Pottery, Glass and Brass Golf Association—viz., Thursday, May 22, at the Glen Ridge (N. J.) Country Club. The date depends upon the course being available for the Association on that day. Trains leave Hoboken at 8:55, 9:30 and 11:45.

IT IS NOW "COX & COMPANY."

FROM now on the firm of Cox & Lafferty will be known as Cox & Company. Mr. Lafferty left the concern two or three years ago, and has now gone into business as a manufacturers' agent. Confusion has arisen, and it was thought best to change the title of the concern. Otherwise there will be no difference, and the same enterprising spirit that has characterized the house will continue.

COULDN'T, EH?

THE nervous traveler began fumbling hurriedly through his pockets, and finally turned them all inside out.

"Where's your ticket?" asked the conductor. "You can't have lost it?"

"Can't have lost it? The hell I can't!" yipped the nervous man, sarcastically. "I lost a bass drum once."

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

No official statements have been issued concerning the result of the recent conference at Cleveland between representatives of the jobbing interests and the pottery manufacturers. Different phases of the business relations between the two interests were discussed at the Cleveland meeting, but it is said here that no definite results were reached. Whether or not additional conferences will be held remains for the future to determine.

Because of a reduction of fifteen per cent in river shipping there has been a decided increase in the volume of ware shipped from this point to the Southern markets. Shipments to the Cincinnati district are showing the volume of a decade ago. The reduction in the freight rate means just that much saving for the buyers.

Contracts were awarded this week for the remodeling of the sample rooms of the Thompson Pottery Co. which will make the display space three times the area now occupied. The entire front of the second floor of the plant is to be converted into sample space. Daylight will then be obtained from three sides of the building, and in addition it will be brilliantly lighted by electricity.

Interest in the formation of a pottery branch of the Ceramic Society here is increasing, and a meeting with that end in view is expected to be held at an early date. Over forty pottery manufacturers, department heads and ceramists from nearby points attended a meeting held here recently. The work of the organization is quite technical, and plant heads here claim that much good will be accomplished through the organization of the branch.

Considerable interest is manifested here in the frequency with which buyers have been visiting the district. Some of them have so far made two and three trips within a comparatively short time. All have been

ordering for both immediate and future shipping in very good volume. This phase of the local situation was predicted in these columns early in the year, when it was pointed out that while buying at that time might not be as heavy as in previous seasons there would be a tendency to place business oftener during the year.

During the last few weeks pottery manufacturers have been booking quite a little business from scheme or premium houses.

Thomas Sant, head of the clay brokerage firm of that name here, sailed from New York last Tuesday for England, and from there will proceed to Switzerland. He will be abroad for probably two months.

The demand for children's sets just now is very active, those with child-life decorations having the lead.

Pottery manufacturers are now paying more for some lines of imported china clays than ever before, notwithstanding the fact that contracts are held for delivery at specified prices. Foreign shippers have been unable to guarantee deliveries in any great volume, on account of the scarcity of bottoms, and the ever-changing ocean rate is now adding to the cost laid down at the factory.

Among buyers visiting this market of late were C. R. Hoffman, for the Pettis Dry Goods Co., Indianapolis; H. P. MacGregor, Wheeling; B. O. Chapman, of Merrill, Greer & Chapman, St. Paul; M. J. Ryan, for the Mitchell, Woodbury Co., Boston; C. B. McCoy, manager crockery department of the Maxwell Hardware Co., San Francisco; Mr. Vinton, of the Vinton Co., Portland, Ore.

Buyers who have occasion to visit the pottery district here and the glass market in Pittsburgh will find train schedules effective May 25 much more convenient than hitherto. Eastern buyers arriving in Pittsburgh early in the morning will not have to wait until after-

noon to come here, but can take a new train that has been scheduled at 8:45 for this city. One returning in the afternoon will leave here at 3:15. Another new train from Pittsburgh to Alliance will leave Pittsburgh at 4:05 in the afternoon and is due at Alliance at 6:20. Western buyers can use this train to make connections at Alliance with fast Chicago and Cleveland trains.

* *

Improvements have been completed at the offices of the Potters' Co-Operative Co. More space has been provided for the office force, and the appearance of the suites much brightened.

* *

No official word has been heard here with reference to changes in the potters' wage scale to be discussed at the annual convention of the National Brotherhood of Operative Potters in July. It is intimated that the workers will want existing schedules continued. With raw materials being held at former quotations, and wages continuing as now, the market during the year is bound to remain on a firm basis.

■

The Carrollton Pottery Co. are pushing their "Marfield" plain shape, and are now installing a new fancy shape, the "Ransom." They expect along about October 1 to put on the market a new plain shape which will be something quite out of the ordinary. In fact, they claim that no other shape like it has ever been offered to the trade.

WOMEN POTTERS IN ENGLAND.

OF late years, and especially during the war, a larger number of English women than ever before have taken up regular work outside their own homes; and it does not seem probable that those who have experienced the joy of definite work will ever again be contented with comparative idleness, says the Christian Science Monitor. That there will necessarily be a great readjustment is inevitable, for much of the special work which has been needed during the last few years will come to an end, and it is likely that the artistic handicrafts, which have been slowly making their way in popular favor may provide congenial employment for a certain number of women who are endowed with artistic taste. William Morris's ideal of "a handicraftsman who shall put his own individual touch and enthusiasm into the thing he fashions" is a fine one, and undoubtedly much of the modern movement toward a development of artistic handicrafts is due to his precept and example.

A woman who is both the designer and to a large extent the maker of beautiful pottery recently described to the writer the influence which the life of

William Morris had had upon her own development. She laid great stress on the fact that every one employed in the establishment in which such a handicraft as pottery is carried on should feel herself really a part of it, and a necessary factor contributing materially to the success of the whole enterprise. That the making of artistic pottery had a successful future before it, as a handicraft for women, this artist and craftswoman had no doubt, nor that it was destined to undergo great developments.

She considered it important that all those engaged in the work should be women of taste, whatever their part in the production might be, and that they should have a feeling for the importance of detail and a genuine love of the work. The best way for a woman who wished to become a potter, and even, perhaps, eventually to have a pottery of her own, to get her training would be, she considered, to go as an apprentice for at least a couple of years to one of the establishments in which pottery making is carried on as an artistic handicraft.

Several women already own and manage their own successful potteries in London at the present time, and their number seems likely to increase. Two years as an apprentice might, it was thought, fit anyone with sufficient practical knowledge of the potter's craft to embark on a pottery of her own; provided, of course, she were otherwise qualified to do so; but, naturally, no hard and

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN WANTED—Young man acquainted with the local trade, familiar with china, glass and lamp lines. Chance for advancement. Address P. O. Box 5209, New York City.

SITUATIONS WANTED.

SALESMAN of wide experience selling cut glass, china and lamps will consider proposition to travel through the South and West. Excellent references. Address A 215, this office.

FOR SALE.

CUT glass business is flourishing. Will sell a complete manufacturing equipment, consisting of positively the best tubs, pulleys, stones, spindles, frames, shafting, hoppers, motors, etc., ready to start up without delay, at a very reasonable price. Better act quickly, as business is rushing. Good reasons for selling. Address A 212, this office.

BUSINESS OPPORTUNITIES.

LINES WANTED.—A man thoroughly familiar with the manufacturing and executive ends of the pottery business desires to take on a pottery and glass line for permanent representation in the New York district. Address A 216, this office.

— THE —
Homer Laughlin China Co.

East Liverpool, Ohio.

Newell, W. Va.

Continued from page 20.

fast rule could be laid down. A fair amount of outlay, at the beginning of such an enterprise, is inevitable, and, therefore, the possession of some capital is needed. The making of pottery demands, above all, it was said, the qualities of perseverance and of patience and the ability to face both success and disaster without over-much elation or discouragement; for there are generally vicissitudes in the technical processes to be faced and overcome.

The pottery in which the work is carried on as a handicraft cannot, the writer was assured, compete

with the factory; but, then, on the other hand, there can be no comparison between the work turned out in the two; for the factory cannot give the individuality and the feeling to its productions which mean so much to those who have learned to appreciate them. "You lose the human touch in the factory; and that is what we are trying to preserve," the writer was told. Nevertheless, the factories are feeling the impetus toward better things, and they are progressing.

TO-DAY is the to-morrow that you worried about yesterday.

Locations of Firms in the Downtown District.



| | | | | | |
|--|-----|---|-----|--|-----|
| Bassett, G. F. & Co., 72-74 Park Place.... | B 3 | Goetz, O., 43 Murray St..... | C 4 | Redon, M., 25 W. B'way..... | C 3 |
| Bernardaud, L., & Co., 46 Murray St.... | C 4 | Honesdale Decorating Co., 36 Murray St. | C 4 | Roessler & Hasslacher, 100 William St... | F 2 |
| Bouita Art Co., 50 Park Place..... | C 3 | Kupper, Herman C., 52 Murray St..... | C 4 | Straus, L., & Sons, 42-46 Warren St..... | C 4 |
| Davison, John, 14 Barclay Street..... | D 3 | Maddock & Miller, 54 Murray St..... | C 4 | Tarentum Glass Co., 25 W. B'way..... | C 3 |
| Dorfinger, C., & Sons, 36 Murray St.... | C 4 | Miller, Edward, & Co., 68-70 Park Place.. | C 4 | Tharaud, Justin, 25 W. B'way..... | C 3 |
| Duncan & Miller Glass Co., 92 W. B'way. | B 4 | | | Vogt & Dose, 65 Barclay St..... | B 3 |
| Drakenfeld, B. F. & Co., 50 Murray St.. | C 4 | | | Williamsburgh Flint Glass Co., 96 Park Pl. | A 3 |
| riedlaender, Oscar C., 40 Murray St.... | C 4 | | | | |

CROCKERY and GLASS JOURNAL

NEW YORK, MAY 22, 1919.

EDWARD BOOTE DIES SUDDENLY IN ENGLAND.

THE trade was inexpressibly shocked on Wednesday when the news of the sudden death of Edward Boote reached here in a cablegram to his son, James B., from Knighton, Wales, where he passed away very suddenly from heart disease at 7:15 (New York time) Tuesday night at the home of his brother James, whom he was visiting.

He sailed for England March 6 in company with Harry L. Seixas, of his sales staff, to consult with the heads of the factories that he represents in the United States. When Mr. Seixas left him, a few weeks ago, to return home, he was apparently in his accustomed health and spirits. He remained behind expecting to spend the greater part of the summer visiting with his daughter and various other relatives living in England.

In recent letters to his son here he complained of not feeling quite his usual self, and said that a doctor upon whom he had called had said his heart was slightly affected. But it was thought by the family to be nothing serious; and being thus totally unprepared, the news of his death came like a bolt out of a clear sky.

In the last letter received from him he expressed a wish to return home, and expected to arrange to sail June 7 on the same steamer with E. J. Ridgway, so that he would have company on the voyage over.

He was one of the oldest importers of English ware in this country, having come to the United States in 1867 (fifty-two years ago) to establish an office in Boston for the representation of T. & R. Boote's (his uncles) factory at Burslem, England, where he had received his education as a practical potter. After re-

maining in Boston for about three years he closed the office there and came to New York, where he has since made his headquarters, representing some of the most prominent English factories in the business, including Cauldon's, Wood & Sons, Gibson & Sons, James Broadhurst & Sons, and others.

Soon after coming to this city he married, in 1871, Miss Isabella Burgess, a sister of William Burgess, vice-president of the American Potters' Association, of Trenton, N. J., and a daughter of the late John Burgess, of the firm of Burgess & Goddard, one of the earliest and largest importers of English earthenware.



EDWARD BOOTE.

He was one of the leading factors in the business here, and his loss will be keenly felt by the trade. He was a man whom everybody liked and esteemed for his exceptionally fine qualities, both in business and socially. "To know him was to love him," as one of

his closest friends expressed it. He was possessed of the most admirable traits of character and sterling principles. His ideals were of the highest, and in steadfastly living up to them he won the respect of everyone who was fortunate enough to enjoy his friendship. He was seventy-six years of age, having been born at Weston Hall, Cheshire, England, in 1843.

The loss of Mrs. Boote, who died about five years ago, and to whom he was devoted, was a sad blow to him, and he endeavored to forget his sorrow by spending a great deal of time in hunting and fishing—sports of which he was particularly fond.

He was a painter of unusual talent, his pictures of birds and fish being exceedingly fine. Had he needed to turn his attention to this line to gain a living he would undoubtedly have won a great reputation. A remarkable thing about his painting was that he dropped it for at least thirty-five years, and when he took it up again his work was said to be of a finer character than he had ever produced before.

He is survived by four sons—James B., who was associated with him and has practically been in charge of the business for some years; Edward J., Harry A. and William A., the latter living in California. He leaves one daughter, Mrs. Andrew Chatto, of Radlett, England.

Funeral services will be held in England and the body placed in a receiving vault until transportation facilities are favorable to bringing it home.

The business will be continued as usual under the management of James B. Boote.

A meeting of the Crockery Board of Trade has been called for Friday at two p.m. to take appropriate action.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 22, 1919.

| HAVRE | | |
|---------------------------|------------------|--|
| Str. Espagne, May 15. | | |
| 3 packages glassware..... | Frederico, Inc | |
| 3 " "..... | Snow's, Ltd | |
| 2 " toys..... | Selchow Righter | |
| 3 " "..... | Abraham & Straus | |
| 1 " "..... | A Baldwin | |
| 5 " "..... | R H Macy | |

| BORDEAUX | | |
|----------------------------|-------------------|--|
| Str. Hudson, May 17. | | |
| 21 packages chinaware..... | A G Moment | |
| 2 " "..... | L Rouguart | |
| 16 " "..... | J H Venon | |
| 49 " "..... | Herman C Kupper | |
| 48 " "..... | L Bernardaud & Co | |
| 256 " "..... | Haviland & Co | |
| 31 " "..... | Vogt & Dose | |
| 8 " "..... | J Wanamaker | |
| 36 " "..... | Haviland & Abbot | |
| 23 " "..... | Wm Guerin & Co | |

| LIVERPOOL | | |
|-----------------------------|------------------------|--|
| Str. Celtic, May 17. | | |
| 4 packages earthenware..... | Meakin & Ridgway | |
| 12 " "..... | Butler Bros | |
| 1 " "..... | E Boote | |
| 3 " "..... | G F Bassett & Co | |
| 5 " "..... | Rowland & Marsellus Co | |
| 13 " "..... | H C Edmiston | |
| 1 " chinaware..... | Meakin & Ridgway | |

| Str. Orduna, May 19. | | |
|-----------------------------|-----------------------|--|
| 2 packages earthenware..... | Maddock & Miller | |
| 1 " "..... | Gilman Collamore & Co | |
| 3 " "..... | E Boote | |
| 19 " "..... | L A Consmiller | |
| 2 " toys..... | Redden & Martin | |

| FOWKEY | | |
|--------------------------------|-----------------------|--|
| Str. Armenia, May 19. | | |
| 1209 packages china clay | Moore & Munger | |
| 58 " "..... | J W Higman Co | |
| 626 " "..... | Perkins, Goodwin & Co | |
| 320 " "..... | Hammill & Gillespie | |
| 514 " "..... | Morey & Co | |
| 58 " "..... | L A Salomon & Bros | |
| 1314 " "..... | Baring Bros & Co | |

| Str. Mineola, May 19. | | |
|------------------------------|-----------------------|--|
| 397 packages china clay..... | Perkins, Goodwin & Co | |
| 9 " "..... | Hammill & Gillespie | |

| GENOA | | |
|---------------------------------|---------------------------|--|
| Str. Presidente Wilson, May 19. | | |
| 21 packages marble..... | F Bing & Co | |
| 10 " glass..... | American Art Novelties Co | |

| LONDON | | |
|----------------------------|------------|--|
| Str. Independence, May 19. | | |
| 1 package cut glass..... | W Douglass | |

| ROTTERDAM | | |
|--------------------------|---------------------|--|
| Str. Noordam, Maa 19. | | |
| 1 package glassware..... | P H Petry & Co | |
| 52 " glass beads..... | H Nordlinger & Sons | |
| 1 " earthenware..... | J H Roth Co | |

A VALUABLE BOOKLET.

"TRADING with the Far East," a companion volume to "Trading with Latin America," is a new title in the Foreign Trade series issued by the Irving National Bank. It marshals facts and information for the man who is too busy to gather them first hand, and outlines effective ways of meeting the problems arising in connection with the routine of trade activity in the Orient. In acquainting the manufacturer or exporter with outstanding factors in trade beyond the Pacific, it provides an interpretation for commercial purposes of conditions in what promises to be one of our most exceptional markets for years to come.

ONE can never lose the capacity for play without some sacrifice of the capacity for work. The man who never plays may not show any loss of energy, but he inevitably shows loss of power.



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.

AN attraction at the salesroom of Morimura Bros., 55-57 West Twenty-third street, is the vast assemblage of goods to be had for immediate delivery. They are of just the character that the live dealer will welcome, and include fancy and utility china, pottery, vases, jardinières and fern dishes; lacquered trays, boxes and receptacles for various purposes, artificial flowers and flower containers; paper, wood, silk and metal novelties, and specialties of all kinds. It is an exhibit that should not be missed, and buyers visiting the New York market should not fail to see the display.

Edward J. Burdett has everything in apple-pie order at his salesroom, room 209 Fifth Avenue Building, ready for the reception of buyers. His lines comprise the C. C. Thompson Pottery Co., Albright China Co., Imperial Art Glass and Lamp Works, Lowe Cut Glass Works, and Furst Bros. Co., mahogany trays. With his long experience as buyer for R. H. Macy & Co., Mr. Burdett knows the kind of merchandise that sells, and has selected his lines with particular care as to attractive values and selling qualities. The dinnerware designs from the C. C. Thompson Pottery Co. include dainty and exclusive patterns in broken borders, solid borders, plain gold bands, spray effects and other odd creations.

No toy buyer should miss seeing the Franco-American games (made in this country) at the salesroom of Herman C. Kupper, 52 Murray street. They are known as "Up and Over," "Speed Up," "The Spiral Dive," and "Bowlinette." They are really games of character, and are proving wonderful sellers. Substantially made and attractively boxed, they bid fair to keep the retail stores' cash registers working overtime during the holiday season.

A seasonable line which is also a specialty with Gillinder & Sons includes cake covers, sandwich plates and covers, covered jars, etc. The season of open windows and the consequent necessity for protection of

foodstuffs from dust, flies, etc., always brings a demand for these items, and there is no line on the market that will give better satisfaction than the one made by this factory. There is a complete assortment of sizes, and special shapes and sizes are also made to order. Dealers interested should apply for prices and further information either to the factory at Tacony, Philadelphia, Pa., or the concern's New York office, 224 Fifth avenue.

Several changes have been made at the salesroom of the Taiyo Trading Co., 101 Fifth avenue. The large first floor is now devoted exclusively to the display of stock lines of fancy china, dinnerware, pottery, bronzes, baskets, lamps, toys, novelties, and dry goods. The balcony is now utilized for the showing of popular-priced goods, and the second floor for the import lines.

Another genuine novelty, the "Gerry Salad Set," has been added to the list of unusual items created by the Hirsch-Malgood Co., 152 Bleecker street. It will be wanted by every housewife who takes pride in being up to date with the smartest wrinkles in table service. The set consists of a ladle marked for mixing the correct proportions of oil and vinegar and a combination pick and paddle—the latter for mixing the dressing and the former for picking up the salad. The articles are made very attractive by the use of ornamental colored glass ends which contrast very effectively with the plain crystal.

Through the advantageous purchase of the entire stock of table glassware of the John B. Higbee Glass Co., made possible through the discontinuance of the concern, Otto Goetz, 43 Murray street, is enabled to offer a wide range of designs and styles in bowls, compots, nappies, and almost any item made in pressed glassware for table service at less than regular market rates. Another purchase of several carloads of close-outs of the best known manufacturers of high-grade blown ware is also an offering that is proving a strong clearing card. This ware consists of complete lines of

stemware and tumblers, principally in plain and optic crystal as well as decorated.

J. Duncan Dithridge, New York representative of Bryce Bros., has just received a new line which is a radical departure from anything the factory has hitherto made—a satin-finish lustre glass in amber, canary and other tints, and also in crystal crackled ware. So far it includes ice creams, goblets, sherbets, sweetmeat boxes, candy jars, comports and jugs, to which will be added other items as rapidly as possible. The colors and shapes are very attractive.

AT CHICAGO.

A DISTINCT revival in the lighting glassware business is seen here as a result of new home building, the boom in construction coming about as a result of the "own your own home" campaign being pushed by local welfare organizations and the Federal Government. Plans are being formulated which will make it as easy for a man to buy his own home and pay for it as to pay rent in an apartment building.

"The building boom which is about to start in Chicago means more to the china and glass trade than would appear at first glance," said a prominent factory representative here last week. New homes will mean not only increased sales of lighting glassware, but also of china and glassware. Complete new sets of dishes and glassware will be sold, and some fancy pottery and glassware will be wanted for the better class homes. I have noticed that booms in the sale of china and glassware go hand in hand with building booms, and it will be the same with this."

Harvey Moniger, of the Wellsville China Co., was at the Palmer House with samples this week.

Charles Crain, representative of the Cambridge (O.) Glass Co. in the East, was in Chicago during the week.

V. W. Oliver, of the French China Co., Sebring, O., was among the visitors here last week.

George E. Downey, representative of the Brush-McCoy Pottery Co., was in the city during the week.

Frank Gragg has moved from the Atlas Block to 180 N. Dearborn street.

The Advance China Co., of Chicago Heights, a subsidiary of the Advance Terra Cotta Co., is in financial difficulties. Application for a receiver was made

this week. The company began the manufacture of hotel ware last summer, and was making good progress when the armistice was signed.

Ben Pritchard, salesman for Kelly & Reasner, left last week on his eastern trip.

S. O. Paull, secretary of the Eagle Mfg. Co., Wellsburg, W. Va., was one of the week's visitors.

F. B. Tinker, representative of the Westmoreland Specialty Co. and the Frontier Cut Glass Co., has moved his office and display room from the eighth to the ninth floor in the Heyworth Building.

Earl W. Newton, of Earl W. Newton and Associates, is back in Chicago after finishing a road trip.

Will Wood, salesmanager for Factory K, United States Glass Co., at Pittsburgh, was a recent visitor.

Tom Reid, vice-president of the Guernsey Earthenware Co., is among the expected visitors in the city this week.

Among recent buyers in the city were H. P. Cahrens, Macomb, Ill.; M. D. Scott, Kewanee, Ill.; Hans Christians, Aberdeen, S. D.; Ed. Bengston, Freeport, Ill.; Hugo Polachek, for Gimbel Bros., Milwaukee; E. W. Merrill, for the New England Furniture and Carpet Co.

LET'S HELP, JUST THE SAME.

NEW YORK, May 20.

Editor CROCKERY AND GLASS JOURNAL.

This office has not received notice or request to organize for a canvass for subscriptions from the kindred trades, but the newspapers give our quota as \$3,500. It has been considered inadvisable to attempt the organization of a committee at this late date, but it is hoped that the modest sum expected from the lines of trade represented in the Board membership will be obtained without a personal canvass.

"Any doughboy who has come back from the roar and smoke of the battle line will tell you how the Salvation Army workers stuck by them right up to the front line trenches," writes Evangeline Booth—"how the lassies passed out doughnuts while the shrapnel screamed overhead—or cheered up some lonesome soldier far from home, or tended some poor devil all shot to pieces until the surgeon came. The Salvation Army, back from the war with a renewed inspiration, will go before the American public during the week of May 19-26 with an appeal for \$13,000,000 to aid in carrying on its work at home. Every penny of this money will be spent in the United States."

We will be glad to receive and forward your subscription to Salvation Army Headquarters. Subscriptions will be acknowledged in the CROCKERY AND GLASS JOURNAL.

Very truly yours,

L. S. OWEN, Secretary.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Will the American pottery manufacturer be called upon to accept business for export? The query is not at all new in this district, and within the last few weeks has become rather loud. Large export orders for American dinnerware are not at all beyond the pale of possibility. The foreign production is far below normal. A demand abroad exists for dinnerware, and this must be filled from some quarter. Hence inquiries here for information that will eventually lead to export business. It is pointed out that if Pittsburgh, Ohio and West Virginia glass manufacturers can export their product, why not the American potters? The question is an exceedingly interesting one, and is being given a lot of consideration here.

The urgent request of buyers who have visited this market of late that immediate shipments be made gives rise to the belief that jobbers and department stores are moving their stocks in quick order and that the amount of goods on hand is small.

Among buyers here recently were W. C. Newland, for Geo. Borgfeldt & Co., New York; Miss Ella Brennan, for the Rothschild store, Chicago; Mr. Wilhelm, for Hengerer & Co., Buffalo, N. Y.

Quite an increase in the demand for white ware is noted. Both jobbers and department store buyers have been rather liberal buyers of this line of late.

Herbert K. Connors, Eastern salesman for the Carrollton Pottery Co., is spending a season at his home here, having completed his spring trips.

A steady increase in the demand for both plain white and decorated hotel ware is reported. Stocks in the hands of the jobbers are not large, and many retail buyers are anxious to replace their old ware with new services. Many hotels are placing replacement orders

with their supply houses, and this is reflected in an increased demand at the plants.

Here and there a shortage of female help in the warehouse is reported. Some of the pottery manufacturers outside this territory are in sore need of such workers.

By the end of another week all the delegates to the annual convention of the National Brotherhood of Operative Potters, to be held in Atlantic City in July, will have been elected. Whether or not any advances in the wage scale will then be asked has not been announced. While the various local unions are electing their delegates, the referendum election for national officers is being held. President Edward Menge is unopposed for re-election.

Sagger-making machines are being installed in a number of local potteries. The machine generally favored is manufactured in the East.

The Buckeye Club, a local organization favorably known among buyers throughout the country, is holding its annual field meet at its country place to-day (May 22), with a number of out-of-town buyers in attendance.

The Mayer China Co., Beaver Falls, Pa., reports an active and steady demand for its entire production. Its line of decorated hotel ware is especially active, while the demand for plain white is quite up to normal.

Several exceptionally large specifications were received here during the past week from premium users asking for quotations on lots of short dinner sets ranging from 10,000 to 20,000, each packed in individual cartons. It has been some years, owing to war conditions, since such business has been offered. Shipments are to be started as soon as possible after contracts are

placed. Eastern and Western concerns are alike in the market for this class of merchandise.

POTTERY CLAY FROM OREGON.

THE newly-organized H. H. Dailey Clay Products Co., Portland, Ore., is negotiating with the Vancouver port commission for a plant site of twenty-seven acres from which it plans to ship pottery clay by water from Portland to New York.

The company's clay deposit at Mollala is declared to be among the highest in test of 500 known deposits, and equal in every respect to the expensive pottery clay being imported from England.

The tentative plan is to have the Southern Pacific railroad build a spur to the Mollala deposit, and move the clay to the terminal at Portland, the shipments to be so timed that the clay can be loaded directly from the cars into the ships without delay.

The matter of transportation is being taken up with the commission of the public docks and the Pacific Steamship Co., and it is expected that the announcement of the date of departure of the first cargo of clay for the East will be made shortly.

BOSTON BUSINESS NOTES.

REPORTS as to the volume of business are conflicting. Some of the Boston wholesalers have been doing an unusual amount of business during the week, buyers for department stores in other cities being here in large numbers. At the beginning of the year word was given the buyers in many concerns to go slow, on the theory that business must be conducted on a falling market. Since then it has been found that in many lines prices have remained at the old levels, and in some cases have even shown a tendency to move up a little. In the meantime, retail stocks have been running low.

With the approach of July 1 the demand for decanters is increasing. Persons who have laid in private stocks in anticipation of prohibition now feel the need of suitable containers.

Among recent incorporations in Massachusetts is that of the Home Sales Co., Gardner, capital, \$25,000, to deal in household supplies.

The demand for toys in the Boston market continues brisk.

George Alden, of Brockton, was in the city this

week and received cordial greetings from friends in the trade.

F. E. Flint of Newport, Vt., a town near the Canadian border, who has been here on a buying trip, reports that up in his country dealers are doing a business of record-breaking proportions.

R. A. Ilsley, of Barnard, Sumner & Putnam, and Mr. Hallowell, of the C. T. Sherer Co., brought favorable reports of trade conditions in Worcester when they visited Boston this week.

Among callers on the trade here this week were N. Ford, of the C. F. Wing Co., New Bedford; J. E. Minor, North Attleboro; George A. Sweeney, of the George A. Sweeney Co., Attleboro; Thomas Finn, of the Steiger & Cox Co., Fall River.

IMPORT RULINGS MADE BY ENGLAND.

IN the official list of rulings issued by the British Board of Trade as a result of recommendations made by the Consultative Council on Imports are the following:

The importation of chinaware, earthenware and pottery is to be restricted to fifty per cent of 1913 imports from all sources, importers obtaining their quotas from any country with which trading is permitted.

The prohibition on cloisonne ware is to be maintained.

The prohibition on curios is to be dealt with similarly to that on works of art; that is, their importation should be allowed, but is to be controlled by the issue of special licenses.

The importation of clocks, clock parts and clock movements is to be restricted to fifty per cent of 1913 imports from all sources, importers obtaining their quotas from any country with which trading is permitted.

SILVERWARE MAKERS ADVANCING PRICES.

MANUFACTURERS of silverware are preparing to advance the prices on their lines from ten to fifteen per cent, following the recent increase in the price of silver. Inquiry establishes the fact that the manufacturers anticipate that the price of silver is going above the high level reached in the recent advance.

So far as can be learned, none of the principal manufacturers has yet issued a revised schedule. Owing to the complexity of the average line produced and the many other factors to be considered in making up a schedule, such as labor conditions, taxes, etc., the preparation of these schedules, it is said, requires considerable time, and their issuance may be delayed for

some time. Meantime, many houses, it is authoritatively reported, have instructed their salesmen to add what is regarded as a fair percentage to the prices of articles now in stock. Some business will probably be done on a rather indeterminate basis, contracts for future delivery specifying that the new schedule will apply.

At present the larger houses are understood to be "over-ordered" and to be considerably behind in their deliveries, so that they are not likely to suffer immediately from any variation in the demand.

THE ONLY HOTEL PORTERESS IN AMERICA.

THE management of Hotel Radisson, Minneapolis, has installed Mrs. George F. Maser as chief of the porters, and she fulfills the duties of the position with credit to the hotel, to its patrons, and to herself. She is filling the place formerly held by her husband, who has been confined to his bed by a serious illness for eighteen months, and it is feared may never fully recover. Geo. F. Maser has been known as a genial porter for twenty years by the china and glass men. He was formerly at Kansas City and then at St. Joseph, Mo. Hats off to Mrs. Maser!

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

F J Smith, c,l,g, Gilchrist Co, Boston. 200 Fifth ave.
 E H Zeller, t, Wm Koch Importing Co, Baltimore. Imperial.
 M E Davison, s, Palais Royal, Washington, D C. 220 Fifth ave.
 M Goettinger, t, Titcher-Goettinger Co, Dallas, Tex. 1150 Broadway.
 M Nugent, t, Kaufman Dept Store, Pittsburgh. 1251 Broadway.
 F L Warren, hf, Wise, Smith & Co, Hartford, Conn. 105 Grand.
 E A Ernst, t,c,hf, H & S Pogue Co, Cincinnati. 366 Fifth ave.
 C R Bowman, hf,f,c, Bowman & Co, Harrisburg, Pa. 1270 Broadway.
 I E Fronani, hf,c,g, Woodward & Lothrop, Washington, D C. 534 Fourth ave.
 P W Flanagan, t, M O'Neill & Co, Akron, O. 37 West 26th.
 M Lesenhuber, s, J N Adam & Co, Buffalo. 2 West 37th.
 B Swartz, t, J Schwab, Charleston, W Va. 44 East 23d.

H T McGregor, c, H P McGregor & Co, Wheeling, W Va. Pennsylvania.
 H E Kline, hf, Watt & Shand D G Co, Lancaster, Pa. 432 Fourth ave.
 W S Saltmarsh, hf, Hibbin, Hollweg & Co, Indianapolis. 320 Broadway.
 C W Conan, hf,c,g,s,t, Porteous, Mitchell & Braun Co, Portland, Me. 432 Fourth ave.
 J Hertzberg, hf, S Kann & Co, Washington, D C. 432 Fourth ave.
 J W Waldorf, hf,c,g, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

OBITUARY.

NEWS of the death of Frederick Le Forest Merrick, at Hollywood, Los Angeles, May 8, at the age of seventy-one, has just reached us, and will be received by a large circle of friends in the trade with profound sorrow. He was born January 17, 1848, at New Bedford, Mass., and started in as a boy with the old crockery and glass concern of Bliss & Nye in that city. Later he became associated with Jones, McDuffee & Stratton, Boston, traveling for a number of years for the concern through the New England States. In 1890 he became the Chicago representative of the Bradley & Hubbard Mfg. Co., remaining with the concern for twenty-five years. About a year ago he went to California on account of ill health. The climate did not benefit him materially, however, and he gradually declined. He leaves a widow and one daughter.

SENDING CUSTOMERS TO A WHOLESALE.

IT sometimes happens that a retailer has an opportunity to make a sale of an article which is too costly to warrant carrying in stock, but which the customer is willing to go to the wholesale house and select.

For such purposes an introduction card is recommended, because it is more businesslike, gives the customer concrete assurance of his welcome by the wholesaler, and notifies your wholesaler that the bearer is your retail customer; therefore warning him to charge retail prices, and to credit you with the profit.

A good style for such a card would be:

To.....
 City.....
 My customer.....is about to purchase
and desires to look through your
 showrooms.

Kindly extend your usual courtesies, and oblige

Yours truly, SMITH & BROWN,
 Broodville, Pa.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.MECHANICAL DEPT.
TEL. 5086 BARCLAY.**SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:**

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MAY 22, 1919.

THE POTTER'S OPPORTUNITY.

THE American potter has made wonderful strides in the past five years. His goods are on sale now in places they were never known before, and it behooves him to maintain his hold on the trade. It must not be understood, however, that the top has been reached. There is still room for improvement in body and glaze, and there should be much more care in the matter of selections. Owing to the immense demand for goods during the war a great deal of ware was sent out that could not by any stretch of conscience be called "firsts." The buyers were partially responsible for this, however. They were so persistent in their demands for shipments that manufacturers, in the endeavor to meet requirements, often sent out ware that looked more like "run of kiln" than anything else. Good selections count for a lot. At equal prices the potter who has a reputation for selection will get the business every time.

While the majority of the potters are making good wares, there are others who could do a great deal better; and now is the time to experiment. They have made money of late—not fortunes, but good, substantial profits—and the prospects are that the present demand will continue for some time. Eventually, however, they will meet competition, and if they will spend some money now to improve their goods they can hold their own when that time comes.

The success of any potter depends on his workmen. If they are careless and indifferent, poor ware will result. Why not call the different shops together

and give them a talk? Tell them that on them rests the reputation of the pottery. Tell the jiggerman that if he lets his eyes and his thoughts wander his ware will not be as good as if he kept his attention fixed on his work. Tell the finisher that half a minute more on his item may mean the difference between a good job and a poor one. Tell the dipper that just the least more care will result in a smooth, even surface—will prevent there being too much glaze in one spot and not enough on the edges.

We believe that an appeal to the men in the right spirit would have the effect of instilling pride in their achievements; and the offering of prizes for the best work would certainly stimulate them to greater efforts. This feature has been in practice in a certain glass factory with wonderful results; and there is a larger field for it in the pottery line.

The adage "Let well enough alone!" does not apply in the pottery trade—the race for commercial supremacy is too swift. "Constant progress" should be the watchword.

PERSONAL.

AND yet they say there is no money in the cut glass business! John E. Marsden, president of the Liberty Cut Glass Works, who has been accustomed to spend several months with his family each year at Atlantic City, N. J., has found it so attractive that he has just purchased one of the show places in the city's most exclusive residential section for a permanent home. The price paid is reported to be \$40,000, and the improvements anticipated, which include the building of a garage, will add materially to the cost. Besides being head of the concern mentioned, Mr. Marsden is vice-president of the Panama Glass Co. and the Colon Glass Co., as well as having other large manufacturing interests. He is also president of the Cut Glass Manufacturers' Association.



S. H. Correll, formerly buyer for Butler Bros., who for the past few years has been in another business in Baltimore, has returned to his old line, having become associated with Hahne & Co., Newark, N. J., for whom he will buy china and glassware, thus relieving George Lobsitz that he may devote more time to the management of the housefurnishing department, which the latter has developed into a very extensive business.



A pleasant family party consisting of W. S. George, of the W. S. George Pottery Co., Mrs. George, and their son, W. Campbell George, and his wife, is at the Hotel Astor this week. The principal purpose of their trip here was to meet their son, Frank, who ar-

rived last week from service overseas, and is now at Camp Dix, Wrightstown, N. J. awaiting his discharge.



John B. McDonald, secretary of the Knowles, Taylor & Knowles Pottery Co., left for home on Saturday after paying a brief visit to this city on special business for the factory.



Harry B. Whitney, traveler for the Phoenix Glass Co., who is on a trip through the West, writes from Omaha, Neb., that business is fine.



It seems quite natural to see Herman Kashins around again in citizen's clothes—which, by the way, call for more material than when he went into the service. He is hoping to lose some of his surplus avoirdupois, however, when he starts to carry a grip heavily laden with cut glass samples.



J. Donald Fisher, of the United States Glass Co.'s sales staff at Pittsburgh, and formerly a member of the concern's local sales force, is in New York this week on his first visit since leaving here a year ago. He doesn't show in the least the added responsibility of being the father of a recently-arrived son.



Albert Pick, head of Albert Pick & Co., Chicago, left for home on Thursday after spending a few days in the city attending to important matters in connection with his business. His trips here are unusually brief; but, then, he accomplishes more in one day than some men would in a week.



Charles Vogt, of Vogt & Dose, was a passenger on the Espagne, which sailed for France on Tuesday. He will spend about two months on a visit to the concern's factory in Limoges.



A. Abrams, formerly salesman with the Robichek Co., has been engaged by the jobbing house of Zuckerman & Liberman, for which he will call on the local trade as well as travel through New York State and the Southern States.



H. Wallace Thomas, secretary of the Diamond Glassware Co., Indiana, Pa., was in town the latter half of last week consulting with the concern's local agents, the Horace C. Gray Co.



Charles P. Le Berthon, who recently sold out his interest in the Imperial Art Glass and Lamp Works to his partner, Joseph Vallin, is about to start a factory of his own at Grand and Crosby streets, where he has

rented two floors in a large building. Mr. Le Berthon would not feel at home in any other field, having been in it from boyhood. Twenty-five years ago he started with the firm of Wm. R. Noe & Sons, and has been identified with the lamp business ever since. He has made an enviable reputation for efficiency and upright dealing and has a wide circle of friends who will wish him success in his new venture.



Charles P. Cox, of Cox & Company (formerly Cox & Lafferty) is spending this week at the plant of the Homer Laughlin China Co., East Liverpool, arranging for shipment of samples and attending to other details in connection with his concern becoming the local representative of the factory.



David W. Denton, who travels with the blanks of the H. C. Fry Glass Co., stopped off in New York last Friday and took the opportunity of calling on several of his friends.



Ernest Nickel, treasurer of the United States Glass Co., is spending this week in New York in attendance at a manufacturers' association of which his concern is a member. He expects to pay a visit to the firm's Philadelphia office on his way home.



During a visit to the plant of the Iroquois China Co., at Syracuse, N. Y., the latter part of last week, negotiations that have been pending for some time were consummated by D. King Irwin for his representation of the factory in the New York market. The concern manufactures an excellent line of vitreous hotel ware, and it will prove a valuable acquisition to Mr. Irwin's other lines of china, glassware, aluminum ware and toys.



Herman C. Kupper left Tuesday night for Toronto on a special business trip.



Charles H. Hennings, of the Wm. S. Pitcairn Corporation traveling staff, returned last Saturday from a long road trip that netted a nice amount of business.



Bernard Wicke, of Cox & Company, returned home on Tuesday after making a two weeks' trip through the Middle West on a visit to some of the plants represented in New York by the concern.



Harry S. Clarke, formerly with Graham & Zenger, and generally recognized as one of the most capable salesmen in the business, has been engaged by A. J. Fondeville & Co., who have recently acquired, in addi-

tion to their other lines, those of the following English factories: the Soho Pottery Co. and Deans, Ltd., dinnerware; Wade & Co., teapots; E. Brain & Co., Foley art china. The concern is to be congratulated on securing a man of Mr. Clarke's ability.

THE CONDITION OF BUSINESS.

New York It would be strange indeed if business were to amount to any great volume during the month of May, or any of the other months in the spring and early summer, which the wholesalers are accustomed, from past experience, to look upon as a time of comparative indifference on the part of the buyers, who with few exceptions have done their purchasing and have enough goods to tide them over until they are ready to place their regular orders for the fall. The straggling purchases made now are simply to keep the retailers' stocks from falling too far below par. However, when retail business is as good as it is at present these small orders are very numerous, and on the whole make a very satisfactory total, considering the time of year—the only complaint being that the business is not comprehensive, or, in other words, does not take in a wide enough range of items to make what would ordinarily be called a normal all-around demand such as is received during the regular buying season.

The salesmen representing the importing houses are nearly all home from the road, and most of them have done well. The general query from their customers was not so much one of price, but when they would be able to get their goods.

There seems to be very little, if any, falling off in the demand for domestic dinnerware. Buyers evince more than the usual amount of interest for this time of year, with the result that the New York pottery representatives find orders comparatively easy picking when they go out to look for them. This does not apply altogether to dinnerware, either; for there is quite a steady call for fancy items as well.

Reports from the glass factory agents indicate that business is showing a decisive upward swing, with a gradual improvement in demand for the complete list.

Cut glass has certainly come back. There seems little evidence of abatement in the demand, which includes both light and deep cuttings. One highly encouraging feature is the constantly-increasing call for the better grade goods.

Lamps of all grades and styles are selling particu-

larly well for this time of year. No particular kind of goods seems to be especially favored—decorated wood, mahogany and metal equally enjoying a share of the business.

East Liverpool and Vicinity

Business with the potteries is soaring to new high levels and possibilities—the latest being that ere long the American manufacturer may open new avenues of trade through export channels. Mail orders are very active, and traveling salesmen are securing excellent orders. Buyers continue to visit the market, and want merchandise as soon as possible. The demand for decorated dinnerware, both open stock patterns and regular sets, is very steady.

Pittsburgh and Vicinity

Orders continue to be received in better volume by both pressed and blown glass manufacturers. The dullness experienced earlier in the year seems to have disappeared entirely. Cut and etched blown and stemware is particularly active. The demand for blanks is better than for several months. Packers' glassware is having a brisk movement, while soda fountain requisites are of course in great request.

ORIENTAL BEGGARS APPEARING AGAIN.

A FEW years ago there was a great agitation regarding Oriental solicitors, and the authorities were successful in uncovering a number of fraudulent schemes used by them to defraud the public. Two years ago some forty of them were rounded up and held at Ellis Island for deportation. Many of these were later released on parole, and for some time appeared to have forsaken their old ways.

Several inquiries regarding them have reached the Merchants' Association recently, and it is evident that they have recovered from their fear of our laws and are again at their old trade.

They usually carry "credentials" purporting to be signed by some high church dignitary of their native land. A harrowing tale is told of the pitiful condition of orphans and widows. The ravages of famine and war are dwelt on at great length.

Investigation has shown that in almost every instance these men are absolute frauds, says "Greater York." Their credentials are forgeries, the orphanages are mythical, and the men are simply using this method to earn their living.

Without doubt there is great suffering in the East; but if you wish to alleviate any of it, be sure that you give through the right channels.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Representatives of large jobbing interests who have been in the market of late are impressed by the firmness of the market. Manufacturing costs in glass factories to-day are just as high and steady as they were in January, and no indication exists at this time of any decline in these costs. There is little probability that at the wage conference between the manufacturers and glassworkers lower wages will prevail under a new wage agreement. With raw materials firm in price and manufacturers burdened with additional Federal and State taxes, it does not seem possible that there can be any reduction in selling lists.

Louis Fritz and W. L. Batchelor, from the Butler Bros.' New York office, are registered at the Hotel Chatham. They plan to remain in the district for about ten days.

The Rochester Bulb Corporation, having no use for that particular machinery of the Rochester Tumbler Co., is offering for sale the entire tumbler manufacturing equipment. See advertisement under "Special Notices" in another column.

Although the State goes dry on Saturday, a measure has just been signed by Governor Cox which will permit a referendum vote on the law, and some are of the opinion that the voters will reverse themselves and put the State back again into the wet column. However, there is no sale for bar glassware in Ohio now.

The retail demand for cut glass for graduating gifts has been very active, and has been reflected in the orders given manufacturers.

Those glass manufacturers who are interested in export business continue to report an increased foreign demand for American merchandise. The question of shipping space is the only drawback to the volume that can be supplied. England has been a very active buyer of late, Canadian and Cuban business has been good, and

a fair amount has been sent into Mexico. Inquiries have also been received from Belgium and several South American countries.

Arrangements for the 1919 convention of the Flint Glass Workers, which will convene in Bellaire, O., in July, are progressing rapidly. At its close the delegates will leave for Atlantic City to take part in a joint conference with the manufacturers, at which the wage scale for the new fiscal year will be discussed.

Grape-juice sets are in very popular demand, the higher-priced lines having the most urgent call. Light cut and etched patterns are being increased in number by the majority of factories.

Louis Reizenstein is planning a European trip in the fall. It is about five years since he made his last visit to the foreign factories.

It has been many years since the demand for common pressed table-glassware has been as inactive as at present. Factories that formerly showed a dozen or more lines have greatly reduced their number.

The Co-operative Flint Glass Co., Beaver Falls, is showing a very strong line of crystal and opal soda fountain glassware. Several additions have been made to the line since it was displayed in Pittsburgh in January.

A very active demand exists for handled flower baskets, the cut and etched lines retailing at popular prices being in most request. The retail demand for bon-bons and other candy receptacles is reported good, and the best offerings are moving nicely.

To obtain a work permit under the new child labor law now in effect in West Virginia proof that cannot be disputed must be furnished that the child is not under the age of fourteen. The vacation work permit applies to children of fourteen and over, but such per-

mit is null and void the day the public schools open for regular sessions.

Ruby-and-gold decorated table sets are rarely offered the trade now.

Frank H. Vaughn, representative of the Brush-McCoy Pottery Co., Zanesville, was at the Ft. Pitt last week.

Thomas Pickering, a brother of the owner of the Pickering Store, Penn Avenue and Tenth street, and who is now in charge of its housefurnishing, glass and china department, having succeeded Mr. Brennen, is making a decided success of it. It is the first experience of Mr. Pickering as buyer, but he is an apt student, and has been steadily increasing the popularity of the basement lines.

ROESSLER & HASSLACHER STOCKHOLDERS ACT.

IN an effort to prevent the Alien Property Custodian from gaining control of the Roessler & Hasslacher Chemical Co. and its allied concerns the American stockholders have filed in the United States District Courts of New York, Buffalo and Newark ten equity suits against Francis P. Garvan as Custodian, and the Columbia Trust Co., the present holder of the stock.

In these suits the stockholders seek to enjoin Mr. Garvan from exercising control over 80 shares of stock of the Perth Amboy Chemical Works, 240 shares of the Niagara Electro Chemical Co. and 3,800 shares of the Roessler & Hasslacher Co., for which the Custodian made a demand on April 1 last, claiming their sale to American stockholders in February, 1917, was not bona fide, but that the stock was still being held for the Deutsche Gold and Silber Scheide Anstalt of Frankfurt.

The Roessler & Hasslacher Chemical Co. has a capitalization of \$1,300,000 par value. Prior to February, 1917, it is admitted by the relators in the present suits, the majority of the stock was held by the Frankfurt concern. The complaint sets up that on February 6, 1917, Franz Roessler, an American citizen and vice-president of the concern, purchased from the Scheide Anstalt 3,800 shares of stock at \$200 a share, and that payment was made in cash about February 17 through New York bankers. These shares were subsequently distributed, 500 to Jacob Hasslacher, another officer of the concern; 500 to William A. Hamann, 2,135 to Roessler and 568 to the others, who now appear as complainants.

The transfer of these 3,800 shares placed the controlling interest of the company, according to the complaint, in the hands of American citizens who had demonstrated their loyalty to the United States. After war had been declared a declaration was made of the amount

of stock in the three companies which was still held by German interests, and this was turned over to the Alien Property Custodian several months ago.

At the same time the 3,800 shares of Roessler & Hasslacher stock were transferred, it is claimed, the Roessler Co. also purchased from the Scheide Anstalt 80 shares of stock in the Perth Amboy Co., and 240 shares of the Niagara Electro Chemical Co., thus giving the American interests control of these two concerns.

The Alien Property Custodian declined to accept the view that the stock sales of February, 1917, had been genuine, and on April 1 last made a demand on the holders of the stock for its delivery to the Columbia Trust Co. on the ground that it was still being held on behalf of the former German owners of Frankfurt. Roessler and his fellow stockholders say in their equity complaints that the stock was purchased in good faith, paid for in cash, and that consequently the Alien Property Custodian has no claim on it.

FOR THOSE WHO ARE CONTEMPLATING A TRIP TO EUROPE.

IMPORTERS, European buyers and representatives of foreign houses contemplating a visit to the other side will read with interest the following colloquy, taken from the Evening Sun, between the president of a corporation just back from a business trip to London, Paris, Brussels and Holland and an indignant New Yorker who had just suffered what he termed profiteering at one of our big uptown hotels. The latter, a stout man who likes to eat well, but not too expensively, had just returned from luncheon. His green tie, which he usually wore jauntily, was awry, and he was breathing heavily like a spent runner.

"Honest, if it weren't so infernally disreputable I'd turn Bolshevik," he exclaimed. "The fish was so small you had to move the lemon to find it. I had a cup of tea. I like good cream with my tea, and what do you think I had to pay for it—a little ordinary cup of tea, hardly bigger than one of those things you use for an eye wash? What do you think they charged?"

"How much?"

"Sixty-five cents!" replied the stout man, dramatically.

The other, instead of being shocked, merely smiled.

"I've just come back from hotels which charged me eighty-five cents for a cup of coffee," said the corporation president. "I like good cream, too; but it was not to be had. Nor was there any butter for the one lonesome little roll I got with the meal. Neither was there any ice for the water." He settled back in his chair and regarded the stout man philosophically.

"Been over on the other side recently?" he inquired.

"No."

"You should go. Best thing in the world to develop patriotism, resignation, love of home and the subway. Never knew what a good American I was till I got back. Got a few minutes? I'll tell you."

The story told by the president of the corporation is typical of that related by hundreds of business men returning daily from the other side. It is a story lacking in thrilling details, adventures in "No Man's Land" and experiences with Germans, but is full of practical interest, nevertheless, for the person planning a trip abroad soon.

"I went over on the Olympic," said the president of the corporation. "My first destination was London. I stopped there at the Waldorf Hotel, which compares favorably with some of our first-class hotels, although it isn't as expensive as the Savoy. What did you say your luncheon here just now cost you?"

"With the tip, \$3," replied the visitor.

"Mine cost me \$6," said the other, calmly. "And I didn't have anywhere near the dishes nor the portions you had. The morning after my arrival I thought I'd have my breakfast sent up to the room. I had two boiled eggs. I'm as fond of them as you are of tea. What do you think the eggs alone, not counting the marmalade or the roll or the coffee, cost me?"

"How much?"

"About \$1.25. I also had some boiled eggs at my hotel in Paris, and what do you think they cost me there? Nine francs. That is a little better than \$1.50, as a franc was worth about 17 cents last March, when I was in Paris. In Brussels, where prices are higher than in Paris or London, they cost even more."

"How much do you think you would have to pay for a fairly good dinner in one of New York's best hotels?" asked the president of the corporation—"a dinner, that is, without expensive wines and high-priced pastry?"

"Oh, I don't know," replied the other. "About \$5 or \$6, maybe."

"Well, in the hotels of Paris, Brussels, or London, \$10 would be about the figure. I'm talking only about the best places, mind you, such as a man accustomed to good living would go to. No person should go to Europe these days without figuring on paying at least \$20 a day for his meals alone. He will have to pay that much for plain, wholesome, simple food, such as he would eat at home or at some uptown hotel in this city.

"The prices for rooms at the hotels in Paris, London and Brussels are, perhaps, not as high as they are in the same grade of hotels in New York. At the Waldorf in London, for example, I paid only \$4 for a good room and bath. In Paris I stopped at the Continental, and there I couldn't get a room with a bath. The one I did get was next to a bath, and cost me 20 francs a

day, or about \$3.40. In Brussels rooms at the best hotels were still cheaper, and I got a very nice room and a bath for 15 francs a day, or about \$2.55. But the finest room for the money I had on the entire trip was in the Adelphi Hotel in Liverpool. There I got a room fit for a king, with a magnificently fitted up bath, for only one pound, or \$4.60, a day.

"Do you drink cocktails?" inquired the president of the corporation. Then, without waiting for a reply, he went on: "I rarely take one, but I noticed the prices. What do you think a cocktail made up principally of

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN WANTED—Young man acquainted with the local trade, familiar with china, glass and lamp lines. Chance for advancement. Address P. O. Box 5209, New York City.

WANTED—Young man, a comer and hustler, as assistant to buyer in crockery and household department of one of the largest department stores on the Pacific Coast. Only one who can eventually take full charge need apply. Full particulars required. Address A217, this office.

WANTED—Salesman wanted to handle a well-established line of standard goods as a side line. We want only men who have an established trade in hardware or housefurnishing goods. In answering, state territory now covered. Address A218, this office.

SITUATIONS WANTED.

SALESMAN of wide experience selling cut glass, china and lamps will consider proposition to travel through the South and West. Excellent references. Address A215, this office.

FOR SALE.

FOR SALE.—Complete tumbler house equipment, consisting of molds, presses, blow-pipes, etc. Immediate delivery. Stock in excellent condition. Inquiries to ROCHESTER BULB CORPORATION, Rochester, Pa.

WANTED TO PURCHASE.

POTTERY MACHINERY WANTED.—Jolly wheels, chaser mill, power wad mill, chaser crusher and burr stone glaze mill. Second-hand. Good condition. State what you have to offer. ILLINOIS CHINA Co., Lincoln, Illinois.



WANTED, a representative line of Glassware, Pottery, or Mahogany Lamps and Silk Shades. Commission basis.

SIDNEY N. SCHARFF & CO.,
Manufacturers' Agents,

Suite 804 Victoria Building,
ST. LOUIS, MO.

Continued from page 21.

vermouth cost in Brussels? Six francs, or more than \$1 at the exchange rate that prevailed when I was there. A whiskey and soda cost 10 francs, or \$1.70.

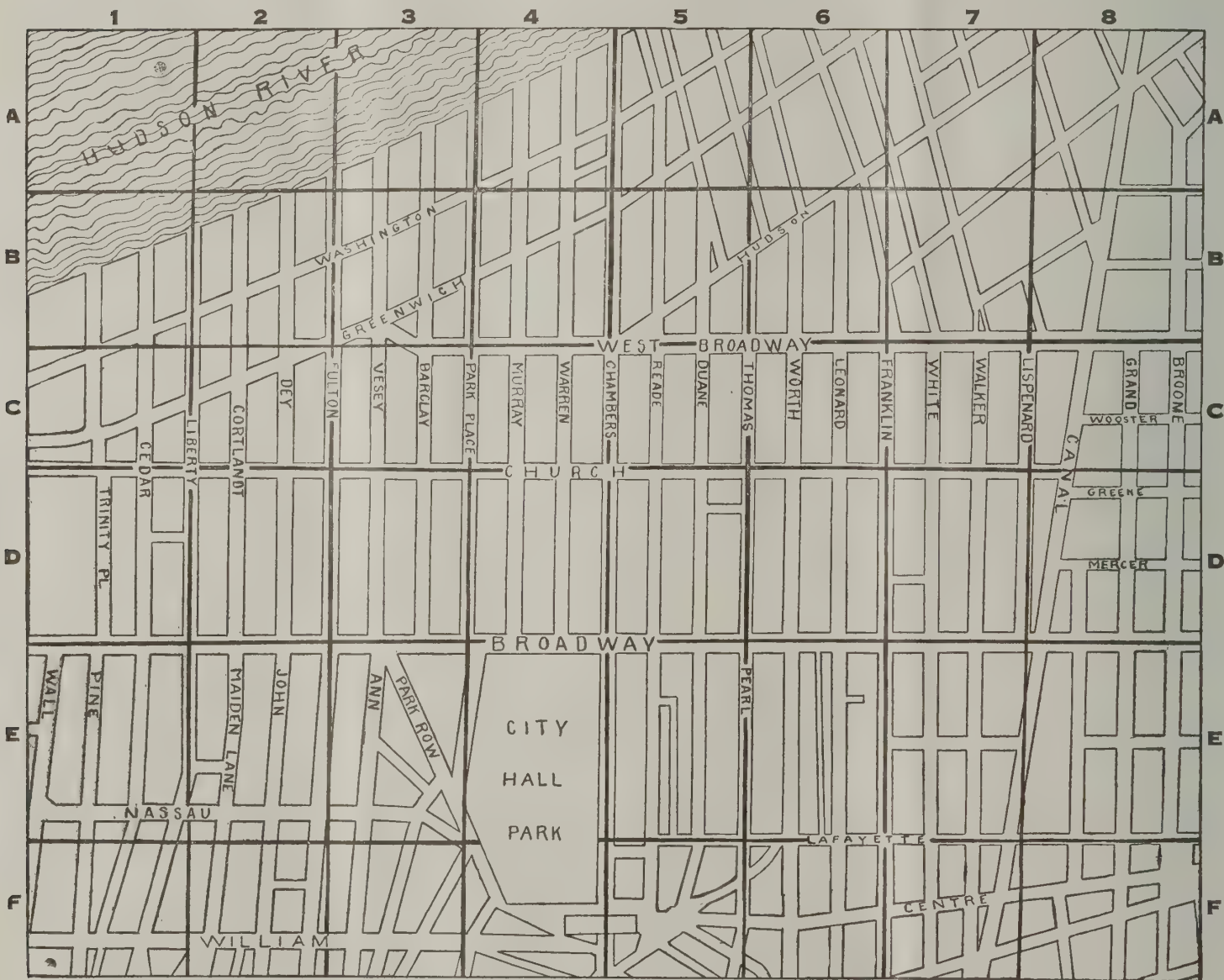
"And if you were keeping house and wanted to have butter on the table, how much do you think you would have to pay for it? I had dinner at the home of a friend in Brussels, and I noticed he did not have any. Being good enough friends to discuss such things, he told me afterward that this was because butter cost anywhere from \$2.50 to \$3 a pound, and he didn't feel that he could afford it.

"What's \$3 for a lunch?" said the president of the corporation in conclusion. "You take a trip to Europe, and you'll think that \$3 is nothing at all, and you'll be praising New York hotels for keeping it that low."

ANSWERS TO CORRESPONDENTS.

PERPLEXED.—The luxury tax on portable lighting fixtures, including lamps of all kinds, is on the amount paid in excess of \$25 for such articles. A portable lamp and shade sold jointly is regarded as a single article. A shade sold separately is taxable.

Locations of Firms in the Downtown District.



| | | | | | |
|--|-----|---|-----|--|-----|
| Bassett, G. F. & Co., 72-74 Park Place.... | B 3 | Goetz, O., 43 Murray St..... | C 4 | Redon, M., 25 W. B'way..... | C 3 |
| Bernardaud, L., & Co., 46 Murray St..... | C 4 | Honesdale Decorating Co., 36 Murray St. C 4 | | Roessler & Hasslacher, 100 William St... F 2 | |
| Bonita Art Co., 50 Park Place | C 3 | Kupper, Herman C., 52 Murray St..... | C 4 | Straus, L., & Sons, 42-46 Warren St..... | C 4 |
| Davison, John, 14 Barclay Street..... | D 3 | Maddock & Miller, 54 Murray St..... | C 4 | Tarentum Glass Co., 25 W. B'way..... | C 3 |
| Dorfinger, C., & Sons, 36 Murray St.... | C 4 | Miller, Edward. & Co., 68-70 Park Place.. | C 4 | Tharaud, Justin, 25 W. B'way..... | C 3 |
| Duncan & Miller Glass Co., 92 W. B'way. | B 4 | | | Vogt & Dose, 65 Barclay St..... | B 3 |
| Drakenfeld, B. F. & Co., 50 Murray St.. | C 4 | | | Williamsburgh Flint Glass Co., 96 Park Pl. A 3 | |
| riedlaender, Oscar O., 40 Murray St.... | C 4 | | | | |

CROCKERY *and* GLASS JOURNAL

NEW YORK, MAY 29, 1919.

CONDITION OF TRADE.

New York Wholesalers see in the present continuance of the demand through the medium of small orders—which are more numerous than usual at this time of year—an unusually encouraging outlook for the future. When there is an absence of business for stock replenishing it is invariably a cause for concern, as it means that the demand at retail has not been sufficient to impair stocks to the point where the buyer has to re-order before the time for placing his regular specifications. What gives the outlook a still brighter aspect is that the filling-in requirements do not come from scattered sections, but from every part of the country.

There is a stability to business that is very satisfactory to the importers. Earthenware continues to sell easier than china; but there is evidence that buyers are beginning to take more kindly to the advanced prices on the latter.

There is no necessity for despondency among the New York representatives of the domestic potteries. Business on dinnerware continues good, and specialties are quite active.

Orders for glassware are secured with less difficulty from week to week, all grades and varieties selling better than formerly.

The agitation in New York and its suburbs about the resumption of building operations to solve the

housing problem has not resulted in any decided spurt in the illuminating glassware business as yet. Some realty firms have announced a building programme to begin shortly, while private contractors will probably begin activities in the not far distant future, and this should result in a better call for goods soon.

A feature of the housefurnishing goods trade is the continued and consistent demand, which has kept up to a remarkable degree. Seasonable goods have sold in great volume, while all-year around staples are moving better than usual.

East Liverpool and Vicinity

The demand for dinner sets is good, the higher class of decorated ware having the most active movement. The market remains firm, and visiting buyers continue to come into the district with regularity. While production is showing an improvement, a number of plants have openings for additional workers.

Pittsburgh and Vicinity

A slight improvement in the demand for all lines of glassware is reported this week. Blown ware continues in active request, while the better grades of light cut and etched are moving as well as could be expected for this season of the year.

TO APPRAISE GERMAN TOYS.

IMPORTERS are interested in the appraisement of a cargo of German toys which arrived at Baltimore this week from Rotterdam on the Dutch steamer Sloterdijk.

George Borgfeldt & Co., this city, bought before this country entered the war a large consignment of toys in Germany. The exporters, for safety, shipped the goods to Rotterdam. The ship was held at that port until recently.

The cargo had been lying so long at Rotterdam that the importers feared that rubber and metal articles were damaged. The consignees, accordingly, asked the Customs Department for an order of appraisement. This has been granted, and experts from New York and Boston have been summoned to examine 1,200 cases of the goods.

EDWIN M. KNOWLES CHINA CO. INCREASES CAPACITY.

OWING to the immense volume of business on its files and the constantly-increasing amount of orders being received, the Edwin M. Knowles China Co., East Liverpool, O., is obliged to greatly enlarge its decorating-kiln capacity. In keeping with its usual progressive policy, the company has let a contract for two new kilns to be built at once, which when completed will greatly add to the efficiency of the plant and assure prompt shipments of all orders. The company is constantly striving to improve its service to its customers, and where it sees a chance for improvement along this line does not hesitate to make it without consideration of the expense or trouble involved.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of March, 1919, compared with the same month in the preceding year, were as follows:

| | 1918 | 1919 |
|-------------------------------|-----------|---------|
| China, not decorated..... | \$ 11,834 | 33,327 |
| decorated..... | 289,805 | 219,578 |
| From France..... | 69,612 | 89,189 |
| Germany..... | ..... | 312 |
| United Kingdom..... | 58,880 | 18,819 |
| Japan..... | 148,144 | 98,309 |
| Other countries..... | 43,169 | 12,949 |
| Earthenware, not decorated... | 51,342 | 90,823 |
| decorated..... | 224,992 | 200,558 |
| All other..... | 67,113 | 16,296 |
| Total..... | 934,891 | 780,160 |

FOR NINE MONTHS ENDING MARCH.

| | 1917 | 1918 | 1919 |
|-----------------------|------------|------------|------------|
| China, not dec..... | \$ 137,144 | \$ 123,351 | \$ 216,205 |
| decorated..... | 2,297,033 | 2,688,526 | 2,378,466 |
| France..... | 635,521 | 465,247 | 473,335 |
| Germany..... | 15,597 | ..... | 72,619 |
| United Kingdom... | 423,231 | 463,127 | 292,062 |
| Japan..... | 1,111,085 | 1,454,967 | 1,376,584 |
| Other countries ... | 111,599 | 157,041 | 65,557 |
| Earthenware, not dec. | 275,966 | 424,220 | 355,016 |
| dec.... | 1,316,778 | 1,629,365 | 1,713,292 |
| All other..... | 219,825 | 213,615 | 285,877 |
| Total..... | 6,543,779 | 7,767,603 | 7,327,322 |

DOLLS AND TOYS.

| | 1918 | 1919 |
|------------------------------|-----------|-----------|
| Dolls and parts of dolls.... | \$ 46,356 | \$ 23,810 |
| All other toys..... | 94,021 | 29,530 |
| Total..... | 140,377 | 53,340 |

FOR NINE MONTHS ENDING MARCH.

| | 1917 | 1918 | 1919 |
|----------------|-----------|------------|-----------|
| Dolls & parts. | \$ 59,514 | \$ 267,838 | \$134,539 |
| All other toys | 961,939 | 1,159,464 | 241,297 |
| Total. | 1,021,453 | 1,427,502 | 375,836 |

GLASSWARE.

| MARCH | | FOR NINE MONTHS E'D'G MARCH | | |
|----------|----------|-----------------------------|-----------|-----------|
| 1918 | 1919 | 191 | 1918 | 1919 |
| \$38,974 | \$38,724 | \$305,036 | \$454,340 | \$274,705 |

CHINA CLAY.

| MARCH | | FOR NINE MONTHS E'D'G MARCH | | |
|-------|-----------|-----------------------------|-----------|-------------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$672 | \$198,262 | \$856,150 | \$965,304 | \$1,007,404 |

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

| MARCH | | FOR NINE MONTHS E'D'G MARCH | | |
|-------|------|-----------------------------|---------|------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| | | \$28,333 | \$4,398 | .... |

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

| MARCH | | FOR NINE MONTHS E'D'G MARCH | | |
|---------|---------|-----------------------------|----------|----------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$1,646 | \$3,507 | \$153,027 | \$53,310 | \$11,477 |

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

ABOUT June 1 Edward Miller & Co. will have ready for mailing an attractive catalogue of their latest designs in electric portables. It should be in the hands of every dealer selling lamps. As the issue is to be limited in number, prompt application should be made either to the factory at Meriden, Conn., or the New York office, 68-70 Park Place. A copy will then be mailed as soon as it is off the press.

In our issue of May 1 we stated that the exclusive sale of the "Rayo" lamp, which had been discontinued by the Standard Oil Co. of Ohio, had been secured by the Kinney & Levan Co., of Cleveland. The concern is making a special feature of the lamp, but has not the exclusive sale of it, as stated. The lamp has proved a great success wherever oil lamps are used—in fact, it is said that no better light can be secured by kerosene oil than with the "Rayo." The Kinney & Levan Co., which carries them in stock ready for delivery, will be pleased to furnish prices, and can ship the same day orders are received.

The Bradley & Hubbard' Mfg. Co. have never shown a more consistently attractive line of lamps than in the present display at their salesroom in the Fifth Avenue Building. There isn't a single number, from the inexpensive to the higher-priced, that hasn't some special merit to recommend it. The line fairly bristles with unusual ideas, some new wrinkles in the use of decorated parchment shades being especially clever.

A novelty in the lamp market consists of a French 55-millimeter shell case serving as the standard of an electric lamp which has a real American "tin hat" as a shade.

The Pettingell-Andrews Co., of Boston, in an advertisement of lighting appliances says that either the dictionary or custom is wrong in defining them as "fixtures," for if a fixture is "that which is fixed or at-

tached as a permanent appendage," then the portable lamp is certainly not a fixture.

The showing of lamps from the Imperial Art Glass and Lamp Works made by Edward J. Burdett at his salesroom in the Fifth Avenue Building is attracting considerable attention from buyers who appreciate ex-



ceptional values when they see them. The line is not new to the trade, by any means. On the contrary, it has long been a leader among the popular-priced sellers. A number of new designs which are sure to find a welcome are shown. The assortment of boudoir lamps is exceedingly good, while the complete exhibit measures up the high standard of excellence set by this factory for "the best that can be had for the money."

A unique illuminating line that is of more than passing interest is a showing of wrought-iron floor candlesticks, candelabra and lamps at the salesroom of the Horace C. Gray Co. in the Fifth Avenue Building. The standards are fashioned like floral stems or stalks, with leaves and flowers beautifully executed. Some are decorated in antique colors, while others are left in the iron's natural state.

A recent importation brought a very fine assortment of vases suitable for lamp mounts to the show-

room of the Royal Copenhagen Porcelain Co. Rich deep blues combined with soft creams predominate in the treatments. There are many shapes, sizes and beautiful arrangements in floral designs.

AT CHICAGO.

TRADE has been good during the past week. The sale of fancy goods, including cut glassware and decorated vases, has been particularly strong in the stores, owing to the fact that many early weddings are being held as a result of the soldiers returning home. This business will continue during the next month. The sale of staples has also been brisk. The furniture trade is buying many dinner sets, and to a much greater extent than before the war is supplying newly-weds with dishes as well as outfits of furniture. They are handling better grades than before the war. In the old days the manufacturers of high grade domestic pottery did not like to bother with them, because they wanted such a poor grade of ware. Only a few factories could make them an attractive price. However, the standard has been raised, and while the furniture stores still do not want anything better than medium grades, they are none the less looking eagerly at all samples offered them, and are proving that their trade is well worth considering.

* *

E. A. Hinrichs, of the Syracuse China Co., has returned to the city after completing a short business trip in Middle Western territory.

* *

George Sedelmeier, of the traveling force of the Crooksville China Co., spent a few days in the city during the week.

* *

H. H. Phillips, of the Gas City, Ind., plant of the United States Glass Co., recently paid a visit to the city.

* *

Charles Becker, of the Recker-Hazleton Co., Du-buque, Ia., was looking at the lines of the factory representatives during the week.

* *

Sperry Darden, son of W. T., has become associated with his father in the representation of factory lines.

* *

F. H. Skinner, buyer of pottery and glassware for the Dayton Co., Minneapolis, was in the city on business during the week.

* *

George Downey, of the Brush-McCoy Pottery Co., was at the Palmer House with samples during the week.

* *

Lewis H. Simpson, of Lewis H. Simpson & Co.,

has returned from a trip to the pottery of the Steubenville China Co., Steubenville, O.

* *

John Ling, buyer for Mandel Bros., was at the potteries for several days during the week.

* *

H. H. Lilliston, formerly with the United States Glass Co., is now with the Restaurant China Co.

* *

S. O. Paull, of the Eagle Manufacturing Co., Wellsburg, W. Va., was recently in the city on business.

RECENT CUSTOMS DECISION.

ORNAMENTS in the form of turkeys composed of decorated earthenware were the subject of a customs controversy determined last week by the Board of United States General Appraisers. The articles in question, imported by George Borgfeldt & Co., of this city, were assessed with duty at the rate of 40 per cent ad valorem under paragraph 79 of the Tariff Act of 1913. The importers contended that they should have been classified under paragraph 81 as "earthy or mineral substances wholly or partially manufactured and articles and wares composed wholly or in chief value of earthy or mineral substances," with duty at the rate of 25 per cent ad valorem. After reviewing the facts in the case, Judge Hay, of the Customs Board, decided that duty was correctly levied at the 40 per cent ad valorem rate.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- F P Walsh, hf,c, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
- J A Vermette, s, Dupuis Freres, Ltd, Montreal. 116 West 32d.
- L A Gregg, c,s,l, Chas Hall, Springfield, Mass. Holland House.
- T S Wilson, t, Faris-Walker Co, Los Angeles. 116 West 32d.
- R P Smith, hf, Fowler, Dick & Walker, Binghampton, N Y. 6 West 32d.
- G A Stuart, c,g, Mitchell, Woodbury Co, Boston. Breslin.
- Chas Smith, hf,c,t, Brown, Thompson & Co, Hartford, Conn. 230 Fifth ave.
- M Ohminus, hf, R Weill & Co, San Francisco. 15 East 26th.
- J W Boston, t,hf, Famous & Barr Co, St Louis. 37 West 26th.

C E Johnstone, hf, M O'Neil Co, Akron, O. 37 West 26th.
 A A Porter, hf, Marks-Isaacs Co, New Orleans. 1150 Broadway.
 R A Conliff, t,c, J M High & Co, Atlanta. 1150 Broadway.
 C E Fischer, s, L S Donaldson Co, Minneapolis. 230 Fifth ave.
 D L McCarthy, hf,t, Stewart D G Co, Louisville, Ky. 2 West 37th.
 A D Wilhelm, hf, Wm Hengerer Co, Buffalo. 2 West 37th.
 D P Ashley, s, Erie D G Co, Erie, Pa. 432 Fourth ave.
 W P Briggs, c, Sibley, Lindsay & Curr Co, Rochester, N Y. 432 Fourth ave.
 J W Moorehouse, hf, May Co, Cleveland. 37 West 26th.
 W J Brooks, s, Jordan-Marsh Co, Boston. 432 Fourth ave.
 T D Reagan, s, Burgess- Nash Co, Omaha. 200 Fifth ave.
 F G Brost, 1, J N Adam & Co, Buffalo. 2 West 37th.

SUBSCRIPTIONS TO SALVATION ARMY FUND.

| | | |
|----------------------|-------------------------------|---------|
| Wm S Pitcairn Corp | O'Gorman Pub Co | \$25.00 |
| and Employees | L S Owen | 25.00 |
| Morimura Bros | John Davison, Inc | 10.00 |
| Davis Collamore & Co | Ideal Aeroplane and Supply Co | 10.00 |
| Geo F Bassett & Co | Edward Boote | 5.00 |
| Herman C Kupper | A H Hays | 5.00 |
| Budde & Westerman | Hugo Rosenstein | 5.00 |
| Lightolier Co | | \$25.00 |

SUBSCRIBERS TO SALVATION ARMY PUBLICITY FUND.

Haviland & Co, R N Bolton, A Gredelue, Manhattan
 Brass Co, A W Mackenzie, Herman C Kupper, Mogi,
 Momonoi & Co, C Dorflinger & Sons, Wm R Noe &
 Sons, L D Bloch & Co, E J Van Houten, Fensterer &
 Ruhe, Justin Tharaud, Shapiro & Aronson, John J
 Hines, Starobin Electric Supply Co, Geo C Lynch,
 Eclipse Light Co, Josiah Wedgwood & Sons, Ltd,
 Lazarus & Rosenfeld, H C Edmiston, Import Sales Co,
 Koscherak Bros, J H Venon, Inc, Edward B Dickinson,
 Alfred G Moment, Welsbach Gas Lamp Co, Otto
 Goetz, Taiyo Trading Co, Inc, New York Lamp Co,
 Lindsay Light Co, O'Gorman Publishing Co, J H
 White Mfg Co, Paul A Straub & Co, L Bernardaud &
 Co.

The Crockery Board of Trade of New York has sent out the following:

NEW YORK, May 26.

On the 19th inst. we made an appeal on behalf of the Salvation Army for subscriptions of \$2 in aid of its Publicity Fund (advertising in the daily papers, etc). On the 20th we asked for contributions to enable the Salvation Army to continue its great work. We have received a considerable number of \$2 contributions, but so few for the General Fund that we feel many copies of our second letter miscarried, or that there has been

confusion or misapprehension because of the two letters.

The quota for the Pottery, Glass, Lamps, Toys and Housefurnishing Trades is \$3,500—surely a modest expectation from trades which subscribed for millions of dollars of Liberty Bonds. While we have received thirty-five subscriptions for Publicity at \$2 each we have received only fourteen subscriptions for the Army's Working Fund. We have received, from one house \$111, two subscriptions of \$50, one of \$30, five of \$25, one of \$20, one of \$10, and three of \$5. Total, \$416.

We don't want to announce that with a quota of \$3,500 we have subscribed \$416. There should be at least a hundred subscriptions of from \$10 to \$100.

According to our returning soldiers, the Salvation Army in its war activities was without reproach—beyond criticism and beyond praise. It deserves the support of every good citizen, and the financial aid which will enable it to carry on its great work at home.

Won't you send in a subscription as a thank offering and to help the "man who is down"?

L. S. OWEN, Secretary.

Checks should be drawn to the order of the Salvation Army.

BOSTON BUSINESS NOTES.

THE prediction that when our soldiers and sailors returned to civilian life there would be a brisk demand for furnishings to enable the newly-weds among them to set up housekeeping seems to be fulfilled. Retail business in all staple lines is remarkably good throughout England. Here and there an exception is to be noted, but the general trend of the reports is indicated by the following: From Portland, Me., "Retail dealers report largely increased sales over a year ago"; from Burlington, Vt., "Retail merchants are doing a good business"; Worcester, "Retail trade is excellent"; Providence, "Retail trade is unprecedentedly large"; Hartford, "Retailers are having a good trade"; New Haven, "Retail stores are busy and sales are up to normal, in some cases surpassing those of the corresponding period in 1918."

It is interesting to note that dealers in lighting fixtures report good business, for in this field there is a handicap in the practical cessation of house building in much of New England, due to the wage demands of men in the building trades. There is reasonable activity in the building of larger structures, but the dwelling houses of average size and cost are not going up. For all that, dealers in lighting appliances do not lack for business.

In the local toy market the first things buyers ask for are toy aeroplanes and tanks.

Among recent buyers here were W. H. Silverthorne, Leominster; William C. Bell, Bristol; Miss Helen J. Garvin, York Harbor, Me.; John Fisher, of the F.

E. Nelson Co., Manchester; A. M. Brainerd, Rockland, and T. L. Williams, Quincy.

The H. P. & H. F. Hunt Co. has secured the agency in Boston for the brown and white kitchen ware, casseroles, etc., of the Paden City Pottery Co.

Arthur Burrage French, whose death at his home in this city is announced, was the son of the late Abram French, in his day and generation the head of a leading china house in Boston.

TO PAY WAGES IN NEW WAY.

INSTEAD of having its workmen form in line on pay-day, one firm is considering the adoption of a new plan, says "The Glassworker." The object of it is to induce the employee to save more of his money and at the same time have his pay come to him in a more dignified form. The chairman of the company outlined the plan as follows.

"As to payment of wages, we want to introduce a different method. Instead of our men crowding around the wage office and waiting their turn, each man should have a little private banking account in a bank near his own house—not the firm's bank, but one of his own selection. We would advise this bank to credit each man with the amount of money he is entitled to receive for his wages. Under this system a man will draw out of his bank what he wants for his household expenses, and what he does not need will rest in the bank. Instead of the money lying at home earning no interest, by adopting this system it will earn something. Further than that, the tendency will be always to leave a little more each week in the bank; and I feel confident that if we can get this system universally adopted it will not only raise the workingman's position, but add to his dignity, because, instead of crowding around a little pay office he will be led to become a saver, having money to invest in the business he is engaged in, or some other business."

HOW THE JAPANESE TOY TRADE JUMPED.

A RECENT issue of "Commerce Reports" says that in 1914 the dolls made in Japan represented only two per cent of the American imports of these articles, but for the fiscal year 1918 ninety-five per cent of the total imports represented Japanese dolls. All other toys imported from Japan during 1918 amounted to ninety-four per cent of the total American imports in this line, as against only six per cent in 1914.

EXPORTS.

FOLLOWING are the exports of earthen, stone and china ware and table glassware during the month of March:

| | China ware | Earthen and Stone ware | Table Glassware |
|------------------------------|------------|------------------------|-----------------|
| Denmark..... | \$ 92 | | \$ 521 |
| France..... | | \$124 | |
| Greece..... | 20 | | 110 |
| Iceland and Faroe Islands. | 3,062 | 17 | 427 |
| Italy..... | | | 1,500 |
| Netherlands..... | | 500 | 60 |
| Norway..... | 780 | 85 | 1,133 |
| Spain..... | | | 5,179 |
| Switzerland..... | | | 506 |
| England..... | 8,737 | 1,363 | 10,110 |
| Ireland..... | | | 300 |
| Bermuda..... | | 5 | 178 |
| British Honduras..... | 101 | 182 | 485 |
| Canada..... | 11,676 | 27,002 | 148,906 |
| Costa Rica..... | 108 | 156 | 2,646 |
| Guatemala..... | 738 | 2,590 | 3,143 |
| Honduras..... | 259 | 194 | 1,071 |
| Nicaragua..... | 158 | 534 | 2,508 |
| Panama..... | 821 | 950 | 2,418 |
| Salvador..... | 15 | | 628 |
| Mexico..... | 5,968 | 5,661 | 52,572 |
| Newfoundland & Labrador.. | 461 | 291 | 7,296 |
| Barbados..... | 2 | 10 | 1,407 |
| Jamaica..... | 5 | 29 | 1,158 |
| Other British West Indies... | 122 | 47 | 1,158 |
| Cuba..... | 6,428 | 3,086 | 72,798 |
| Danish West Indies..... | | | 841 |
| Virgin Islands of U. S..... | 89 | 13 | |
| Dutch West Indies..... | | 11 | 354 |
| French West Indies..... | 295 | 107 | 2,841 |
| Haiti..... | 499 | 168 | 1,802 |
| Dominican Republic..... | 330 | 2,591 | 2,278 |
| Argentina..... | 194 | 32 | 195,108 |
| Bolivia..... | 3,743 | 140 | 2,041 |
| Brazil..... | 1,223 | 964 | 29,932 |
| Chile..... | 160 | 536 | 11,853 |
| Colombia..... | 1,529 | 1,150 | 12,941 |
| Ecuador..... | 30 | 497 | 1,927 |
| British Guiana..... | 39 | 50 | 2,708 |
| Dutch Guiana..... | 8 | 63 | 487 |
| French Guiana..... | 17 | 15 | 756 |
| Peru..... | 1,104 | 202 | 6,410 |
| Uruguay..... | 1,015 | 54 | 13,817 |
| Venezuela..... | 252 | 68 | 1,519 |
| China..... | 1,091 | 734 | 18,463 |
| British India..... | | | 6,591 |
| Straits Settlements..... | | | 356 |
| Dutch East Indies..... | 121 | 5,253 | 16,743 |
| Hong Kong..... | 66 | 11 | 24,623 |
| Japan..... | 314 | 374 | 208,654 |
| Russia in Asia..... | | | 2,000 |
| Siam..... | 6 | 32 | 258 |
| Australia..... | 255 | 322 | 157,992 |
| New Zealand..... | | | 15,513 |
| Other British Oceania..... | | | 265 |
| French Oceania..... | | 94 | 167 |
| Philippine Islands..... | 189 | 599 | 18,659 |
| Belgian Congo..... | 33 | 123 | 117 |
| British West Africa..... | | | 3,883 |
| British South Africa..... | 100 | | 37,797 |
| British East Africa..... | 413 | | |
| French Africa..... | 90 | | 1,071 |
| Liberia..... | | | 223 |
| Portuguese Africa..... | 10 | | 316 |

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Another conference between jobbing interests and manufacturers was scheduled to be held in St. Louis, Mo., last Tuesday. This is the third—the first being held in Chicago, and another a fortnight ago in Cleveland. It is hoped that something definite will result this time.

The old-fashioned yellow ware pie-plate is coming into its own again, judging from the number of orders received by the D. E. McNicol Pottery Co. For many years there has been little call for this item. Recently, however, the line has suddenly sprung into demand. The plate is made in six-, seven- and eight-inch sizes.

Considerable interest was shown among pottery manufacturers of late over the report that freight rates on imported china from Pacific Coast points had been lowered to Eastern points, while Western freight rates on domestic pottery made in the East remained as high as ever. The situation is certainly anomalous. For years domestic pottery manufacturers have been seeking lower freight rates to Western and Pacific Coast points without success. Now, perhaps, they may be secured.

Of late pottery manufacturers have suffered more or less loss in kiln production on account of ware not coming through as it should, thereby necessitating greater care in making selections for ultimate shipping. Various conditions have conspired to produce the trouble. One manufacturer is authority for the statement that the loss in kiln production, taking the district as a whole, amounts to several thousand dollars weekly.

When W. T. Tebbutt was appointed receiver of the Cartwright Bros. Co. one of the first things he did was to put in a new body. The ware it is now making compares favorably, as to color and wearing qualities, with any local factory. Having had but one week's

vacation in ten years, he and Mrs. Tebbutt are now at Mt. Clemens, Mich., and J. M. Wells is in charge during his absence. Captain W. M. Hill, formerly associated with W. Tebbutt, is in charge of the office of the Housefurnishing Board of Trade.

Hugh McNicol, of the D. E. McNicol Pottery Co., was chairman of the Manufacturers' Committee having in charge solicitations for the \$13,000,000 Salvation Army fund here last week. The town raised its quota in a remarkably short time.

The following train schedule is now effective between Pittsburgh and this city:

| Lv. Pittsburgh. | Arr. E. L'pool. | Lv. E. L'pool. | Ar. Pittsburgh. |
|-----------------|-----------------|----------------|-----------------|
| 12:01 a.m. | 1:58 a.m. | 5:00 a.m. | 7:00 a.m. |
| 6:20 a.m. | 8:10 a.m. | 7:11 a.m. | 8:35 a.m. |
| 7:20 a.m. | 9:20 a.m. | 9:03 a.m. | 10:25 a.m. |
| 8:45 a.m. | 10:12 a.m. | 12:28 p.m. | 2:15 p.m. |
| 1:45 p.m. | 3:25 p.m. | 3:34 p.m. | 5:15 p.m. |
| 4:05 p.m. | 5:39 p.m. | 5:54 p.m. | 6:35 p.m. |
| 5:00 p.m. | 6:10 p.m. | 6:40 p.m. | 8:25 p.m. |

This schedule gives buyers two additional trains each way daily, with greatly-reduced running time.

Buyers of premium merchandise continue to make liberal inquiries in the local market, and as a result some very large business is in sight. Several large Western premium users were sounding out the market this week, and it is anticipated that they will place orders very soon.

The demand for hotel ware continues to increase. Decorated lines are in fair request, and the orders for plain white with some manufacturers are practically double what they were a few months ago.

Statements made last week in St. Louis that freight rates would have to be advanced not less than fifteen per cent if railroads were to be saved from bankruptcy caused little surprise among traffic managers here. The increase will be a necessity, it is said, whether the

roads remain under Government control or are returned to original owners.

* *

Zed T. Smith has reached home after a four weeks' Western trip for the D. E. McNicol Pottery Co.

* *

A very fair business is being done by manufacturers of children's sets. Within the last few weeks mail orders for this line have been quite numerous.

* *

Among buyers visiting this district recently were John Ling, for Mandel Bros., Chicago; P. Bernstein, Cincinnati; Mr. Klayf, for Bloomingdale Bros., New York; Felix Cohn, for the Hillman Department Store, Chicago; William Serwer, Chicago.

PLANT FORMS IN DECORATIVE ART.

THE decorative beauty of flowers and of foliage commends them so obviously to the designer of ornament that it seems surprising that they do not appear conspicuously in all styles and ages of ornament. Yet primitive and savage art hardly knew them; they occur only in shapes almost unrecognizable in Arabic and Moorish art, and in "historic" Greek art the rosette and acanthus leaf, both of them extremely conventionalized forms, and in vase painting also the ivy, grape-vine and laurel, are the only ornaments directly derived from plant life. The familiar "honeysuckle" ornament is not a honeysuckle at all, but a remote descendant from the Egyptian lotus-palmette. The full appreciation of the inherent beauty of plant forms, apart from their symbolic significance, began to manifest itself in Europe only in the later Middle Ages, and has probably reached its highest development in our own times. In Asia, particularly in China and Japan, it has been highly developed for centuries, and Japan undoubtedly leads the world in the decorative treatment of plant forms, both in the variety and in the beauty of their applications. Among the Mohammedan peoples the Persians and Indo-Moslems alone have treated floral and foliage motives with freedom and sympathy; and the influence of Persian flower forms, particularly the rose and carnation, through the importation into Europe of Oriental stuffs and ceramics in the thirteenth to sixteenth centuries, has been a conspicuous formative factor in European decorative art.

For the Egyptians the white and the blue lotuses were sources of endless forms and combination in surface-ornament, for both borders and field-patterns; the lotus-bud, lotus-blossom, and papyrus (both the stalk and the head of the latter) and the palm-tree supplied suggestions for capitals and shafts of columns, and other plants, chiefly aquatic, figure in their ornament.

To these the Assyrians added the pine-cone (or as some say, the male inflorescence of the palm) and the palm-tree. The artists of Crete, Mycenae and Tiryns decorated their pottery with various marine forms, among which sea-weed is recognizable, and with conventional plants of uncertain origin. These do not appear in historic Greek ornament, which borrowed the Egyptian-Assyrian lotus-palmette, transforming it into the endlessly varied anthemion-motive, added the vine-motive, and enriched architecture with the carved rosette and acanthus-leaf. Roman art adopted all these and greatly varied them, besides developing new plant-motives, such as the olive and wreaths and festoons of flowers, leaves, and fruit. The acanthus they converted into a motive of extraordinary flexibility and beauty.

But it was the Gothic carvers of the thirteenth and fourteenth centuries who first made a principle of the systematic recourse to plant life for suggestions of ornament, especially in architecture. Capitals, moldings, arch-soffits and panels blossomed with a marvelous variety of flowers and foliage, and crockets, finials and crestings were carved into the semblance of buds and leaves; all these in the earlier periods conventionally stylized, but later copied with increasing realism. The Renaissance reverted to Roman types, but varied them with delightful freedom and charm of relief and outline. Meanwhile the influence of Oriental stuffs was showing itself in silks, brocades, tapestries, and rugs, in which the Persian flora is easily recognized. The prohibition of representations of nature observed by the Arabs and Moors was more liberally construed by the heretical Persians and by the Indo-Moslems, while the non-Moslem Hindus in their own art used plant forms freely and beautifully, alike in textiles, carving, ceramics, and metal work.

The wonderful naturalistic and semi-naturalistic art of Japan, and the kindred art of China, more fantastic and less subtle, but extraordinarily rich, might almost be said to be fundamentally nature-arts, depending upon animal and plant life almost entirely for their character. The chrysanthemum, cherry-blossom, and innumerable trees and shrubs appear in lacquer-work, in carved wood, in bronze, in ceramics, and above all in textile fabrics and embroideries, which Western art has never equalled, much less surpassed.

Modern decorative art, to some extent confused by the wealth of its inherited traditions of the past, has sought repeatedly to emancipate itself from them by a new recourse to the suggestions of plant life. Much sincere effort has been misdirected, under the notion that the structural analysis of plants, on the one hand, or the naturalistic picturing of them, on the other, could take the place of artistic imagination and training in the fundamentals of decorative composition. Too often the technical limitations and requirements of the crafts have been ignored in designing and in teaching decor-

ative design for the crafts. But our modern craftsmen and designers are learning by the errors of the past. We are learning that from the historic styles, illustrated so richly in the Metropolitan Museum of Art, we may derive lessons of good composition, harmony of line and color, fitness for the purpose and material and craft, of the fundamental elements and factors of beauty in decoration without direct copying. With these lessons learned, we should be able to use intelligently, artistically, and appropriately, the endless variety of suggestion offered by the infinitely varied beauty of the flowers, the foliage, the shrubs and trees with which Nature has so prodigally endowed our fields and gardens; their beauty of mass, of form, of color; the ordered symmetry of a blossom, the wayward charm of a spray of leaves, the harmony of their colors, the grace of their lines. Nature in all the great ages of art has been, not a substitute for the imagination of the designer, but its handmaid and its inspiration.

CLOSE BOTH FRIDAY AND SATURDAY.

THE following houses will close both Friday and Saturday of this week :

| | |
|-------------------------|------------------------|
| Wm S Pitcairn Corp | J H Venon, Inc |
| Hugh C Edmiston | Meakin & Ridgway |
| Josiah Wedgwood & Sons | A Gredelue |
| L D Bloch & Co | M Herbert Co |
| Edward B Dickinson, Inc | Theodore Haviland & Co |
| Edward Boote | Import Sales Co |
| Johnson Brothers | Alfred G Moment |
| H C Kupper | Morimura Brothers |
| Lazarus & Rosenfeld | Maddock & Miller |
| George F Bassett & Co | Welsbach Gas Lamp Co |
| Haviland & Abbott Co | New York Elec Lamp Co |
| Manhattan Brass Co | John Davison, Inc |
| Vogt & Dose | Haviland & Co |
| E J S Van Houten | Lindsay Light Co |
| L Bernardaud & Co | |

A number of other concerns which did not sign the petition will also close, making the movement pretty general throughout the trade.

GOLFISTS PLAY IN THE RAIN.

CLOUDED skies that threatened a downpour momentarily were not sufficient to keep seventeen players from showing up for the first tournament of the season played by the Pottery, Glass and Brass Golf Association on the course of the Glen Ridge (N. J.) Country Club on Thursday, May 22, and even when the rain began to fall it did not dampen the ardor of the majority. A few lacked courage to brave the storm at first, but enthusiam finally got the better of them, and there was not one who did not attempt to play at least part of the day, even though they did get soaked.

J. Meredith Miller, who has a well-established record as a prize winner, played an excellent game, and again carried off the honors with a score of 163 for the 36 holes, which left an easy margin of twelve holes better than the runner up, Gilbert S. Pitcairn, who had a score of 175. Thomas G. Jones won the prize among the Class B players with a consistently-good game that brought his score down to 155. He is making sure progress as a golflist, and his game should list him among the Class A players before the season ends.

MORNING ROUND.

| Class | out | in | gross | hdcp | net |
|-----------------------|-----|----|-------|------|-----|
| A Owens, L. S..... | 53 | 66 | 119 | 7 | 112 |
| A Peck, E. H..... | 47 | 48 | 95 | 7 | 88 |
| A Dithridge, J. D.... | 59 | 50 | 109 | 7 | 102 |
| B Lathrop, W. A.... | 61 | 53 | 114 | 15 | 99 |
| A Pitcairn, G..... | 45 | 46 | 91 | 7 | 84 |
| A Pitcairn, W. S.... | 47 | 52 | 99 | 7 | 92 |
| A Hinman, L. S.... | 50 | 59 | 109 | 12 | 97 |
| A McFaddin, H. D.. | 55 | 55 | 110 | 7 | 103 |
| A Miller, R. D..... | 61 | 62 | 123 | 15 | 108 |
| B Jones, T. G..... | 50 | 53 | 103 | 25 | 78 |
| B Lobsitz, G..... | 70 | 70 | 140 | 35 | 105 |
| A Miller, J. M..... | 49 | 46 | 95 | 7 | 88 |
| A Primrose, F..... | 58 | | | | |
| A Dodson, C. A.... | 61 | 59 | 120 | 12 | 108 |

AFTERNOON ROUND.

| Class | out | in | gross | hdcp | net | gross total | net total |
|----------------------|-----|----|-------|------|-----|-------------|-----------|
| A Owens, L. S.... | 50 | 51 | 101 | 7 | 94 | 220 | 206 |
| A Peck, E. H..... | 51 | 49 | 100 | 7 | 93 | 195 | 181 |
| A Pitcairn, G..... | 52 | 46 | 98 | 7 | 91 | 189 | 175 |
| A Pitcairn, W. S.... | 52 | 45 | 97 | 7 | 90 | 196 | 182 |
| A Hinman, L. S.... | 52 | 55 | 107 | 12 | 95 | 216 | 192 |
| A McFaddin, H. D.. | 51 | 46 | 97 | 7 | 90 | 207 | 193 |
| A Miller, R. D..... | 62 | 52 | 114 | 15 | 99 | 247 | 206 |
| B Jones, T. G..... | 58 | 55 | 113 | 25 | 88 | 242 | 192 |
| A Miller, J. M..... | 40 | 42 | 82 | 7 | 75 | 177 | 163 |
| A Primrose, F..... | 58 | 54 | 112 | 15 | 97 | | |
| Mr. Watson..... | 50 | | 48 | 98 | | | |
| Mr. Brough..... | 56 | | 64 | 120 | | | |
| B Hines, J. J..... | 80 | 77 | 157 | 35 | 122 | | |

Following luncheon a meeting was held for the election of officers and the transaction of other business.

The officers elected were: president, W. A. Lathrop; vice-president, J. Duncan Dithridge; secretary and treasurer, L. S. Owen.

A tentative schedule of tournaments for the coming season was arranged as follows:

- June—Scarsdale Golf and Country Club, Hartsdale, N. Y.
- July—Baltusrol, Short Hills, N. J.
- September—Essex County Country Club, West Orange, N Y.
- October—St. Albans Golf and Country Club, where it is proposed to hold the championship tournament.

Offers of trophies for the coming season were received from E. H. Peck, W. S. Pitcairn, J. M. Miller, W. A. Lathrop, George Lobsitz, Gilbert L. Pitcairn, "Pottery and Glass Salesman" (Championship Medal) and the CROCKERY AND GLASS JOURNAL.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, MAY 29, 1919.

TOYS AS YEAR-AROUND SELLERS.

THE retail stores are apparently slow in awakening to the possibilities of toys as sellers throughout the whole year. Shops that have gotten out of the rut of simply pushing them at Christmas-time and then letting the business take care of itself for the rest of the year have been well repaid for special efforts.

About fifty per cent of the year's business in toys is done in December, after which, in many cases, the toy department is reduced in space to give place to better-selling merchandise.

How seldom one sees a department store window display of toys except during the holidays!

On the other hand, the specialty shops whose only, or most important, line is toys create a steady demand by special advertising, attractive windows, etc.

The latter are especially powerful factors in creating business for these goods. They can be made so irresistible that no kiddie hanging to the hand of its mother, father or nurse will be able to pass them by without "starting something"—to say nothing of its attraction for the grown-ups who want to make the little ones happy.

The success the specialty shop enjoys in a year-around toy business should stimulate the big stores to increase their sales in this line. There is no logical reason why they cannot make this department pay better if they will but devote the proper amount of attention to it.

From time to time much has been said and printed

about making toys in a sense as staple as shoes or stockings; but not a great deal has been done thus far by the retail trade beyond wishing that it could be accomplished.

The executive of a big New York store which has already solved the problem says it is not difficult. Any retailer with brains can do it if he will but try.

PERSONAL.

QUITE an aggregation of local celebrities left New York on Sunday for East Liverpool—Lee Schoenthal, buyer for Gimbel Bros.; E. W. Hammond, to visit the Knowles, Taylor & Knowles plant; Max Herbert, on special business; Wilbur E. Pomeroy, of the Horace C. Gray Co., to make the rounds of the various factories represented by his concern, and Herman Kashins, in quest of pottery lines for representation in the local market.

H. Benedikt spent Tuesday and Wednesday in Philadelphia and booked some nice business for the domestic potteries he represents.

Hugh C. Edmiston, Jr., recently released from the aviation service, has entered his father's office to learn the importing business. This is right in line with the family tradition. His maternal grandfather, the late Thomas H. Taylor, was a well-known importer for years before Mr. Edmiston succeeded him. Hugh C., Jr., has a very pleasing personality, and will undoubtedly be well liked in the trade.

E. Torlotting, American agent for the well-known St. Louis Crystal Glass Co., Lorraine, is again doing business at 35 West Twenty-third street, and finds the trade eager to procure goods, notwithstanding prices have taken quite a jump since pre-war times. The Germans, expecting to be victorious, had kept the plant intact, and the owners were able to resume work with little trouble.

J. C. Davis, Western traveling representative for the Knowles, Taylor & Knowles Pottery Co., who has just returned from a very profitable trip to the Coast, left on Monday for East Liverpool after spending the week-end in New York.

After making a wonderfully successful trip through the West in the interest of the Royal Copenhagen Porcelain Co., Emil C. Bronnum, its traveling representative, sailed for Denmark last Saturday. His main concern when he left was to get to the factory as

soon as possible in order that he could assist in facilitating the shipment of his orders. After a short time there he expects to leave on an extensive tour through South America.



J. Hamashima, in charge of the Chicago office of the Taiyo Trading Co., left for home on Saturday after spending a week at the concern's headquarters in New York. This was his first visit to the city, and he was greatly impressed by it. He had just returned from a trip to the Land of the Rising Sun, and was very proud of a handsome Japanese flag given him during his visit, and which will have a place among his most prized possessions.



Earl Edwards, of the Edwards China Co., Philadelphia, made a brief buying visit to the New York market last Friday.



Richard Bryce, son of Marion G., president of the United States Glass Co., returned last Saturday from France, where he has spent the past year in the service, and is now at Camp Merritt awaiting transfer to a camp nearer home, when he will be discharged. His brother James returned from overseas about a month ago and resumed superintendence of the company's factory E.



Justin Tharaud sailed last Saturday on the Celtic for England.



A. P. Doctor, New York agent for the Central Glass Works, returned on Thursday from a visit to the factory at Wheeling, W. Va.



J. Johonnot, designer as well as traveling representative for the T. B. Clark Co., Honesdale, Pa., made a brief trip to New York on Wednesday to consult with Cox & Company, the concern's New York agents.



Alfred Boehm, local representative of Hess Bros., Allentown, Pa., and other concerns, has removed from 41 Union Square to 225 Fifth avenue.



M. A. Smith, of the McKee Glass Co., Jeannette, Pa., came to town on Wednesday to meet his brother Donald on his arrival from a year's overseas service.



Miss Lulu D. Tagg, office manager for E. W. Hammond, besides being exceptionally efficient as a business woman, is an accomplished pianist and singer. She is soprano soloist at Holy Trinity Church, Brooklyn, and with her other musical engagements and regular duties is quite the busiest girl in the trade. Her

work in a concert at the Apollo Studios, Brooklyn, on Wednesday evening showed a voice of fine quality combined with an excellent technique.



T. T. Fryer, traveling representative for the Taiyo Trading Co., returned last Friday from a two weeks' vacation at his home in New Jersey. He started vacationing this early because he expects to be on the road again soon.



W. A. Cox, buying for W. A. Sparrow & Co., London, England, is here placing orders for glassware and other lines. He is registered at the Prince George.



Miss Elizabeth Hodgins, buyer for the Hodgins Co., Buffalo, arrived in town last Friday and expects to be here until the end of this week.



W. A. Shaw, of the Canonsburg Pottery Co., arrived in town on Thursday to consult with H. Benedikt, local representative of the concern.

IN MEMORY OF EDWARD BOOTE.

AT a meeting of the Crockery Board of Trade held last Friday afternoon for the purpose of taking appropriate action on the death of Edward Boote, the well-known importer, who died suddenly while visiting in England, as reported in our last week's issue, President William F. Dorflinger appointed a committee consisting of William S. Pitcairn, L. S. Owen, James Davison and Jos. F. O'Gorman to draw up fitting resolutions.

C. A. Holbrook spoke of the exceptionally fine qualities of Mr. Boote, and said that his presence at the meetings of the Board would be greatly missed. He was a man whom everybody trusted, and in the speaker's long experience in the trade he had never heard the slightest suggestion of anything in the least discreditable to him. He was a gentleman of sterling character, who did honor to the trade.

William S. Pitcairn spoke of his acquaintance with him since coming to this country many years ago, and said the trade should be proud of the fact that it had identified with it a man of so fine a character. His record was of the very best, and he was highly esteemed among his competitors. "He was a type of the fine old English gentleman that, much to my regret, seems to be dying out," continued Mr. Pitcairn. "One never had to question his word in any respect, and his passing is a source of genuine sorrow."

Joseph F. O'Gorman spoke of having known Mr.

Boote for twenty-five years and of doing business with him for the past fifteen, during which time he never had a written contract, knowing that he could rely implicitly upon his word. He said that what impressed him most was the fatherly interest he seemed to exercise not only over his own employees, but over all the younger men with whom he came in contact. He said that in Mr. Boote's death he felt that he had lost a very dear friend.

Those present at the meeting, besides the gentlemen already mentioned, were George H. Service, representing Kennard L. Wedgwood, who is in England; A. J. Fondeville, John Nixon, R. E. L. Wells, representing L. Straus & Sons; L. S. Hinman, Hugh C. Edmiston, Jr., representing his father, who is also in Europe; E. B. Dickinson, Mr. Somers, representing L. D. Bloch & Co.; Howard R. Handy, and F. Calvin Demarest.

Following is the tribute prepared by the committee:

With profound regret we have learned of the death of our old and esteemed associate and friend, Edward Boote. One of the incorporators of the Crockery Board of Trade of New York and a member of its first Board of Trustees, he conducted business in New York City as an importer of English china and earthenware for over fifty years, and at the time of his death was the dean of the trade.

As a man of business he was esteemed for his integrity, his high ideals of honor and duty, and for his generosity to those in need. His kindly disposition endeared him to his associates and to the trade at large. We shall deeply miss his counsel and advice, and desire to express our heartfelt sympathy with the bereaved family, to whom we tender this token of our esteem and respect.

A NEW PLAN TO SELL MORE TOYS.

IN line with our editorial on "Toys as Year-Around Sellers," a recent issue of "Playthings" has the following:

"The more parents the merchant can influence to provide and maintain a permanent playroom or nursery, the greater number of regular, year-around customers will be won for his store.

"For this reason the installation of a model playroom in the display window deserves careful consideration. Very often the merchant can get a commission to outfit the playroom complete, for which reason bulk costs for certain basic playroom necessities should be figured out for reference and placed in the printed pamphlets that are mailed to prospects, etc.

"Possibly it will be best at this point to describe in a general way a playroom or nursery for the display window that will be suitable for a family numbering three children—ages two, four and six respectively.

"In the first place, a model playroom must be

made. It must instantly appeal to the passerby and create the desire to possess one somewhat like it for the youngsters at home. Neatly-lettered cards should give out the message that there should be no vacant room in the house, even in the third story; that the children should have a playroom or nursery where they can make the most and get the most out of the wonderful playthings that American toy manufacturers have provided for them.

"The merchant may care to use a special children's wall paper that is literally covered with colorful juvenile pictures; but it is probably better to use a frieze of cut-out soldiers, animals, etc., as a border that can be adapted to suit individual tastes, and to place below this, entirely around the room, a wide band of buff-colored burlap. Blue is another good color to use. On this pictures can be pinned, and new ones can take their place every day if desired; thus no wall becomes pinholed or tacked into a state requiring repairs.

"Below this burlap it is well to construct a painted wood panel two feet high. Into this the various floor toys can hang all day long and no harm can be done.

"One, and possibly two, corners of this nursery should show "L"-shaped bench seats, being about a foot high and extending about three feet from the wall. These should be cushion-covered and provided with pillows. After the day's play they become boxes for the smaller playthings, the seats lifting up to show spaced off compartments so that every toy can be put into its proper place.

"Around the wall it might be well to place a series of knobs and possibly a shelf to keep other playthings off the floor when not in use.

"The furniture should be a good grade children's sort—chairs, table and writing desk. The room should never be too crowded for it to be easily emptied when a real romp all over the floor is desired.

"One corner of the room can show an artistically arranged crib, baby-clothes rack, wash bowl, baby-clothes basket, etc. This section of the room is for the two-year-old, of course, and can show typical baby toys, such as celluloid and rubber goods, rag doll, etc.

"The remainder of the room might contain a hobby-horse, a doll house, some floor toys, etc.—a varied selection that will appeal to the four- and six-year-old youngsters.

"If the show cards are well worded it should be a fairly easy matter to arouse real interest and build a very substantial business in playroom playthings."

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during April amounted to £36,242.

AROUND THE GLASS FACTORIES

Pittsburgh and Western Pennsylvania are deeply interested in the decision of the United States Court permitting the States of Ohio and Pennsylvania to enter an action against the State of West Virginia. The two States seek to secure the setting aside of a law recently passed by the West Virginia Legislature preventing the transportation of natural gas from that State when such commodity is needed for home consumption. While many glass factories have their own gas-producing plants, many others are compelled to use natural gas. During severe cold weather these factories would be compelled to suspend operations should they be unable to secure a supply of gas from West Virginia fields.

Glass manufacturers in Ohio and Western Pennsylvania are deeply interested in the decision of the United States Court permitting the States of Ohio and Pennsylvania to enter an action against the State of West Virginia. The two States seek to secure the setting aside of a law recently passed by the West Virginia Legislature preventing the transportation of natural gas from that State when such commodity is needed for home consumption. While many glass factories have their own gas-producing plants, many others are compelled to use natural gas. During severe cold weather these factories would be compelled to suspend operations should they be unable to secure a supply of gas from West Virginia fields.

The demand for water sets for premium purposes, both light cut and decorated, is reviving.

At a special conference of glass manufacturers and workers held in the Glass Association rooms here a few days ago, weights of the various lines of tumblers were up for investigation. Among those attending were Victor G. Wicke, of the Imperial Glass Co., Bellaire, O., and Reuben Haley, of the United States Glass Co.

A general line of blown and pressed glassware, including tumblers and tableware, is to be the product of the new Brown Glass Co. about to start operations at Parkersburg, W. Va. A line of lighting glassware will also be featured.

The annual meeting of the National Association of Manufacturers of Pressed and Blown Glassware will be held in the Marlborough-Blenheim, Atlantic City, July 21. On the following Wednesday the joint conference between workers and manufacturers will begin.

Proposed changes in the wages of glassworkers will be acted upon at their annual conference scheduled

to convene in Bellaire, O., early in July. In some departments an advance is to be sought.

Manufacturers of packers' glassware are of the opinion that the demand for the line this season will be greater than ever. Very favorable orders are already being received from jobbing and department store buyers. The business for quart and pint jars will be very heavy, judging from present orders on file for later shipment. Large packing plants have been sending in good specifications to machine factories of late.

Conferences are scheduled to be held here this week between local Ohio River boat owners and Chicago interests looking to the establishment of a through river freight service between Pittsburgh and New Orleans. No passengers are to be carried on these boats. Large freight barges are to be operated, which will be something new in river transportation. Government waterway engineers were also at this conference. The starting of this service will be welcomed by large Southern buyers of glassware and pottery.

The National Enameling and Stamping Co. is offering its common and preferred stockholders the right to subscribe for \$1,453,400 of the treasury stock at par.

It is not generally known that the concern founded by Henry J. Heinz, manufacturer of the famous 57 varieties, operated a glass factory at Sharpsburg, Pa., in addition to being one of the largest buyers of containers and packers' goods. Mr. Heinz began life as a boy peddling horseradish from an arm basket.

Unforeseen delays have resulted in preventing the opening of the new local sample and display room of the Pittsburgh Lamp, Brass and Glass Co. in the Chamber of Commerce Building as announced.

The capital stock of the North Wheeling (W. Va.) Glass Bottle Co. has been increased from \$50,000 to

\$130,000. There will be 1,300 shares of the par value of \$100, divided into 500 common and 800 preferred. On the latter a dividend of eight per cent is guaranteed.

POISON GAS MAKES CLEAR GLASS.

EYEGLASSES and optical lenses of American make are the clearer because the deadly phosgene of the trenches has now been turned into the peaceful pursuit of bleaching the sand used in their manufacture.

The Gas Offense Division of the Chemical Warfare Service so greatly reduced the cost of manufacturing phosgene that it is now available for several industrial purposes to which it could not have been applied before the war. This gas, which is composed of chlorine, oxygen and carbon monoxide, destroys the iron oxide which causes the red and brownish tints of sand. It is so powerful a bleach that it whitened the bricks used in construction work at the Edgewood Arsenal with which it came in contact.

In a bulletin recently issued by the American Chemical Society, New York, the details were set forth as embodied in an address made before the Lehigh Valley section of the organization by Dr. David T. Day of the Geophysical Laboratory of the Carnegie Institution. The United States has not only a firm grip on the making of phosgene gas with which it was prepared to overwhelm the armies of the Kaiser, but on the manufacture of optical glass as well, which was formerly imported. All the 121 varieties of glass can now be produced in this country with ease.

Dr. Day said that up to April, 1917, there was no suggestion of the processes for making the optical glass which the Government needed for range finders, gun sights, periscopes and measuring instruments. Fully two thousand pounds a day were required, and at that time the Bureau of Standards in Washington was able to turn out only 250 pounds a month of one kind of glass. Sixteen kinds were required, and of these nine were absolutely essential. In the periscope of the submarine some twenty different pieces of glass are employed, and all must be highly transparent, since the constant splashing of water against the tube reduces visibility. Fully 120,000 pounds per month of American optical glass are now being made in this country, which is more than the instrument makers can grind.

The many difficulties in the lens manufacture, such as avoiding striations, stones and stains, have now been overcome, as the mixing and dissolving the materials have been perfected. To prevent the glass from crystallizing it has to be rapidly cooled, and this often causes strains. Mr. Day said he had seen in Germany a piece of glass as large as a cart wheel which, owing to improper cooling, suddenly exploded and injured workmen in remote parts of the plant.

He asserted that in the United States better optical

glass can now be made than was ever manufactured in Europe before the war, and that it can be turned out in twenty-four hours—twelve hours less than overseas. The scientist expressed the fear, however, that despite this remarkable progress our needs in optical goods would be still supplied from Europe on account of the heavy cost of materials and the high wages on this side of the Atlantic.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN UNUSUAL OPPORTUNITY IS OFFERED A BRIGHT, SNAPPY YOUNG MAN ACQUAINTED WITH CHINA, GLASS AND LAMP LINES. POSITION PROMISES AN EXCEPTIONAL FUTURE FOR THE RIGHT MAN. HE MUST BE ACQUAINTED WITH THE TRADE IN THE METROPOLITAN DISTRICT, AND POSSESS CAPABILITIES FOR DEVELOPMENT. ADDRESS OPPORTUNITY, THIS OFFICE.

THE SERVICES OF AN EXPERIENCED SALESMAN ARE REQUIRED BY AN EXCLUSIVE CHINA AND GLASS STORE. ONLY THOSE HAVING KNOWLEDGE OF THE BUSINESS NEED APPLY. GOOD SALARY TO THE RIGHT PARTY. APPLY BY LETTER ONLY. ALL APPLICATIONS CONSIDERED STRICTLY CONFIDENTIAL. ADDRESS A 220, THIS OFFICE.

SITUATIONS WANTED.

SALESMAN of wide experience selling cut glass, china and lamps will consider proposition to travel through the South and West. Excellent references. Address A 215, this office.

BUSINESS OPPORTUNITIES.

POTTERY LINE WANTED.—Two live hustlers want a good dinnerware line for New England. Also a hotel line. Both on commission. Sell only best accounts. Address A 219, this office.

FOR SALE.

FOR SALE.—Complete tumbler house equipment, consisting of molds, presses, blow-pipes, etc. Immediate delivery. Stock in excellent condition. Inquiries to ROCHESTER BULB CORPORATION, Rochester, Pa.

WANTED TO PURCHASE.

POTTERY MACHINERY WANTED.—Jolly wheels, chaser mill, power wad mill, chaser crusher and burr stone glaze mill. Second-hand. Good condition. State what you have to offer. ILLINOIS CHINA Co., Lincoln, Illinois.

CROCKERY and GLASS JOURNAL

NEW YORK, JUNE 5, 1919.

CONDITION OF TRADE.

New York With the past week cut short by Memorial Day, which was made the occasion of closing from Thursday night until Monday morning by most of the wholesalers, business was naturally limited. Considering the time of year, however, quite a number of buyers were in town, and left fair orders.

Mail orders received by the importers evidence a continual improvement in the demand for foreign goods. Matchings are in good demand, although business is not confined to these, by any means. There is a gradual upward trend for merchandise in general that is very satisfying.

New York representatives are doing their full share in keeping the domestic potteries filled with business. There has been a slight slacking up in orders during the past week, but not to the extent of causing the least uneasiness to the agents.

General reports throughout the local glassware trade indicate a steady climbing tendency to business. All lines and grades of ware are selling better than formerly. Soda fountain and other glassware for serving all sorts of soft drinks are in great demand. Stemware lines, including cocktails, high-balls, and the other items used for serving intoxicating beverages are not altogether neglected, either—in fact, some good-sized orders are still being placed. This is rather difficult to understand, with prohibition less than a month distant. Of course there are stocks of liquor in many

homes, and to care for these a call for the necessary glassware will probably be heard for some time yet.

Retailers continue to report prosperous conditions—June weddings and summer home furnishing and replenishing acting as stimulants.

Local silversmiths are enjoying the best business they have had in quite a while. Retail jewelers and the department stores are filling in stocks broken by early consumers' purchases. About the only disturbing factor in the situation is supplied by the antics of bar silver, which make for higher manufacturing costs. In the retail business now being done in the shops mentioned the activity of Wall street is said to be cutting quite a figure, among the most liberal purchasers being men who a few years ago were staring ruin in the face. In addition to gift buying, a nice business is reported in athletic prizes of one kind or another. Sales of these wares fell to practically nothing during the war.

Pittsburgh and Vicinity Marked activity in the demand for all lines of glassware is reported this week. There has been a decided revival throughout the trade.

Mail orders have been numerous and very good in volume, while those salesmen who are on the road have been doing an excellent business. With increased building throughout the country the demand for lighting glass is increasing. Department store buyers have

been very active in the market of late, while jobbers have also been ordering in liberal supplies.

New orders are in constant receipt, and the activity throughout this district is marked. Demand for all lines continues active. The better grades of open stock dinnerware are in very good request, with hotel and plain white ware closely following. Specialties are also selling well, and the few plants featuring these particular lines have much business in hand.

AT CHICAGO.

TRADE continues to improve. Factory representatives are doing an excellent business at present. The jobbers, who have not heretofore had enough confidence in the situation to stock up, are now sending in rush orders.

Retail trade has fallen off a little, on account of the unseasonably warm weather, but the general feeling is that business will be good during the coming summer.

E. W. Merrill, of the New England Furniture and Carpet Co., was in the city this week buying china and glassware.

George H. Bowman, of the George H. Bowman Co., Cleveland, is among the expected visitors in the city this week.

B. H. Palmer, traveler for the United States Glass Co., is making a trip through Middle Western territory.

That German goods will not find a welcome reception in Chicago for a great many years to come was illustrated last week when a well-known firm of factory representatives turned down a strong line offered to them because of the fact that the president of the concern tendering the business is of German birth, and, it was rumored during the war, pro-German in his ideas.

J. E. Boring, of the Crooksville China Co., is at his office in the Palmer House after completing a trip through Middle Western territory. Mr. Boring recently spent a few days at the pottery, where he inspected the addition which is being made.

Howard Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., paid a visit to his local representatives, Kelly & Reasner, this week.

Wedding bells rang on Sunday night for Mort Goldstone, salesman for E. M. Meder. The ceremony

took place at the Hotel La Salle, and the couple left at once on an extended honeymoon trip.

Hugo Pick, of Albert Pick & Co., is making a trip among the potteries.

Mort D. Tinker, who saw service in France, has returned to the city and will start next week in a sales capacity for his brother, F. B. Tinker, representative of factory lines.

The police are of the opinion that the burglars who visited the Picard Studios and the J. H. Stouffer Co., did so in the belief that they would find gold ingots in the safes of the companies, to be used for decorating purposes. In the case of the Picard Studios their hopes were realized, and they got a \$500 Liberty bond belonging to one of the salesmen besides. At the J. H. Stouffer Co. the gold had been put in acid form, ready for use, and they got nothing except some small change.

Earl W. Newton, of Earl W. Newton & Associates, has returned from a business trip to Minneapolis and St. Paul. E. E. Ault has returned from Cambridge City, Ind., where he has been visiting with his parents.

The department stores and other mercantile establishments of the city have been exempted from the provisions of the women's eight-hour law, which passed the Senate of the State Legislature last week. The bill in its amended form is now before the House, and will probably pass that body.

M. D. Baer, formerly with the United States Glass Co., and now with the Restaurant China Co., returned from overseas, where he was a lieutenant in the aviation service, with a decided grouch. The armistice was signed two weeks after he arrived in France, so that he did not get into the actual fighting, much to his sorrow.

George Sailer, of the McKee Glass Co., Jeannette, Pa., was in the city during the week.

The Riley-Schubert-Grossman Co., a mail-order house which bought a considerable amount of crockery and glassware in its day, but which recently failed, is now explaining things in the Federal court.

SOME SATIRE, WHAT?

REPEATED complaints to "Information" and the "Manager" failing to result in better telephone service, one day last week a down-town merchant, unable to secure the attention of "Central," as a last resort adopted the device of sending a telegram to the telephone company to "please answer my call."



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



IN response to the demands of their rapidly-increasing business, and with the idea in view of giving their customers the best service possible, the Japana Specialty Co., of Grand Haven, Mich., whose advertisement appears on another page of this issue, have taken space on the eighth floor of the Bush Terminal Sales Building, Forty-second street, near Broadway, for the display of their specialties. Here may be seen the complete assortment, including the patented Japana cut-flower holders, "Anglais" table decoration, Japana "Good Fairy," the "Mary" tumbler cover and plate, and numerous others. Leaflets and catalogues, with prices, terms and full information, can be obtained at this address or direct from the company's headquarters.

A real novelty—quite different from anything heretofore shown in Japanese wares—was received by the Taiyo Trading Co. last week and is now on exhibit at the company's salesroom, 101 Fifth avenue. It consists of an assortment of articles such as cups and saucers, teapots, bowls, boudoir sets, etc., in very light-weight wood. These are sometimes used in Japan by the well-to-do at special functions, such as weddings, etc., where an especially unusual and rich service is required. Some of the items are decorated with matt gold or silver medallions, and others are in red lacquer with gold ornamentation.

One of the worth-while displays at the showroom of Paul A. Straub & Co., 105 Fifth avenue, is an extremely attractive line of cut glass salts and peppers on fine quality heavy imported blanks. All sizes and a variety of shapes are represented. There are a number of rich all-mitre patterns as well as combination floral-and-mitre designs. They are fitted with sterling silver tops and are really a superior class of goods.

Buyers interested in hotel china should inspect the line of the Iroquois China Co., which has been acquired for representation in New York by D. King Irwin, who is making a very attractive display of the concern's complete assortment of samples at his showroom, Suite

305 Fifth Avenue Building. Besides plain white, a variety of excellent decorations are shown in underglaze treatments that would be difficult to improve upon. The highly satisfactory quality of the vitrified body and fine finish of the ware cause it to be favored wherever hotel china is wanted.

Two patterns of exceptional merit and originality have just been added to the cut glass line of T. B. Clark & Co. shown at the salesroom of Cox & Company (formerly Cox & Lafferty). One, known as the Victory design, has a large star bottom in a new mitre cutting that is extremely effective. The remainder of the pattern combines a rich floral and mitre arrangement that is very odd and exceedingly beautiful. The other design, called the "Osborn," has a quaint-style flute as its most prominent feature, shown beneath a continuous copper wheel engraved floral border and mitre band, making a very pleasing arrangement.

Some extremely effective patterns have just been added to the extensive exhibit of English dinnerware made by George F. Bassett & Co., 72 Park Place. Prominent among them are two very rich conceptions in white and gold, on one of which the auriferous metal is applied in a Colonial panel effect that is particularly fetching. There are several border treatments that employ unusual ideas in arrangement and coloring, among those especially worthy of mention being the "Florence" and "Chester."

The Westmoreland Specialty Co. are prepared to break the prohibition law with what they call a "Soldier's Highball," but which would be better termed a whiskey straight by those versed in the vocabulary of the cafe. Anyway, it is a fine piece of deception in a reproduction of a regulation-sized whiskey glass filled with the wicked beverage. It is so cleverly done that it is calculated to deceive the eye of the most seasoned boozier, and is sure to find a big sale as a fun-maker. It also serves admirably as a paper-weight. Ask to see

it next time you go into the salesroom of the Horace C. Gray Co., Fifth Avenue Building.

JUNE GOLF TOURNAMENT.

THE June tournament of the Pottery, Glass and Brass Golf Association will be held at the Scarsdale Golf and Country Club, Hartsdale, N. Y., on Thursday, the 19th inst.

This is an interesting course, and with Eugene H. Peck as host should bring out a good-sized crowd of players and galleryites.

In order that caddies may be arranged for it is necessary that Mr. Peck, 230 Fifth avenue, or the secretary, L. S. Owen, 126 Fifth avenue, be notified as soon as possible of all entries.

Trains leave Grand Central station, Harlem Div. N. Y. C. R. R., as follows:

| | | |
|------------|---------------|------------|
| 8:25 a.m.; | due Hartsdale | 9:17 a.m. |
| 8:50 " " | White Plains | 9:29 " |
| 9:35 " " | Hartsdale | 10:28 " |
| 11:35 " " | " " | 12:27 p.m. |
| 12:30 p.m. | " " | 1:22 " |

BIG WAGE ADVANCE PROPOSED.

SHOULD the glass workers be granted the demands they have made upon manufacturers the selling price of glassware will have to be advanced at least fifty per cent on some lines. Among the propositions which will go before the joint conference at Atlantic City in July are the following:

In the pressed ware department, workers shall be paid for all ware spoiled in the lehrs.

Tumblers finished in a cup to be classed as finished goods, and the finisher to be paid finishers' wages. This to apply to all tumblers run through a glazing machine.

The minimum wage for fire-finishing with patent tools to be \$3.96 per turn.

Wages of cup-foot finisher on graduates from 16-oz. and over to be increased from 82c to 93c per 100.

Wages for making tumblers, jellies—round bottom—both presser and gatherer, to be increased.

Increased wages for presser on common glazed-edge tumblers.

Move on joint seven-inch round nappies, finished or unfinished, reduced from 550 to 500.

Move on eight-inch nappies, reduced from 450 to 425.

Move on all solid stem bowls reduced 25 per cent.

A 50 per cent increase in wages to the pressed ware department.

Move on joint mold tumblers reduced from 825 to 775.

Moves on various sizes of round-bottom jellies, and also on continuous tank tumblers, glazed edge and straight side flat bottom tumblers, to be reduced.

In the punch tumbler and stemware department wages to be advanced to \$5 for a turn's work.

All wares made in excess of a certain move to be paid for at double price.

An increase of 25 per cent to all workers in the iron mold department.

A 30 per cent increase in wages and 15 per cent reduction in moves on all paste mold blanks.

An increase of 10 per cent on all articles in paste mold department weighing over seven pounds.

Increase on press blanks, 20 per cent.

A 20 per cent reduction in moves (meaning production) on oven ware when working without turning-out boy.

In the paste mold department $3\frac{1}{2}$ hours as a turn's work instead of 4 hours.

A 25 per cent increase in the paste mold departments.

In the machine paste mold department a reduction in hours from $4\frac{1}{4}$ to 4, and an increase of 25 per cent in wages.

An increase of 25 per cent in the shade and globe department.

Fifty per cent increase in the chimney department, with 3 hours constituting a turn's work and the production reduced 25 per cent.

Where patterns are cut on oven glass, cutters to receive 25 per cent more.

An increase of 25 per cent to employees in the engraving department.

BACK FROM THE TRENCHES.

ONE of the men who recently returned to his desk from the battle front in France said, in a fit of uneasiness: "I feel tied down. I want to get up and walk around. Sometimes I feel like busting every pane of glass in the place."

The men who have "been there" understand. They are hopeless, however, of being able to make their condition clear to those who remained at home. In many cases the latter, who never had the chance to go, are eating their hearts out with envy of the happy lot of the men who went. Those who have been through the game confess, readily enough, that it takes some time before the old harness sits evenly upon the shoulders. In service beyond the seas they felt the ache of nostalgia, especially since the armistice bade the expeditionary force mark time; and none chided them for wanting to come back and resume "business as usual." But the soldier, back at his place, feels naturally restive. He dwelt in the open, and his life was elemental. He had reverted in many ways to the caveman's primitive existence. The civilized amenities, the trifling nonsense of the social life, seemed very small against the background of fire and blood and poison gas, with the earth in seismic upheaval. Coming back to the desks and account books with columns of figures is to immure oneself and to be encaged. The habit of sedentary civil occupation has to be acquired once more. And it is some job.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

A summer suspension in the pottery industry is not at all likely. With the heavy volume of business on file manufacturers could ill afford to suspend operations other than over the Fourth.

* *

From present indications there will not be very much traveling done this season by salesmen. Several who completed spring trips have no idea when they will again go on the road. Buyers continue to visit the district with marked regularity, and in addition to looking up back orders are placing specifications for future shipments.

* *

Among buyers visiting here recently were Langley Hawthorn, for Wanamaker's, New York; Lee Schoenthal, for Gimbel Bros., New York; Samuel J. Natkin, for The Fair, Chicago; Guy C. Robinson, for Kinney & Levan, Cleveland; Summers Correll, for Hahne & Co., Newark, N. J.; Mr. Conliff, for J. M. High & Co., Augusta, Ga.; Ernest W. Merrill, for the New England Furniture and Carpet Co., Minneapolis; Jack Winters, for the Restaurant China Co., Chicago.

* *

T. A. McNicol, president of the T. A. McNicol Pottery Co., has returned home from a Western business trip.

* *

The referendum vote for officers of the National Brotherhood of Operative Potters resulted in the re-election of President Edward Menge; Secretary-Treasurer John T. Wood, both of this city; and First Vice-President Frank H. Hutchins, of Trenton, N. J.

* *

A. P. Doctor, New York representative of the Central Glass Works, Wheeling, W. Va., spent several days here last week mingling with old acquaintances, and then went to Monaca, Pa., to look after some business matters.

* *

A rather active demand for domestic pottery for

export purposes is being developed in this section. A few days ago a well-known local broker received specifications for export shipments amounting to \$35,000. This is the second large order this particular office has received for export. The goods are to go out as quickly as possible, special packing being required for the ocean voyage.

* *

Twenty new decorations are being shown on the several sizes and shapes of vitrified fireproof teapots being featured by the Clinton-Phillips Co. These designs are exclusive, and the name of the artist is placed on each piece. The sample line is now on display, and orders are being received for fall delivery.

* *

All buyers who have been in the market during the past fortnight speak of active business conditions existing in their home sections. Some of them have been here as many as four times so far this year. Several have stated that their frequent trips to the market have worked to their advantage in numerous ways, and that hereafter they will not be content to visit the district only once or twice annually.

* *

J. W. Irwin, of the Edwin M. Knowles China Co., has returned from a New York trip.

* *

The general demand for plaques continues very active, and potteries featuring this line are being favored with some exceptional orders. The D. E. McNicol Pottery Co. is making a special jobbing proposition on plaque assortments this season, and has just issued a pocket-size catalogue in which the entire line is fully illustrated.

* *

The demand for the higher-priced patterns of decorated dinnerware was never more pronounced than this season.

* *

J. B. Thomas, buyer for L. B. King & Co., Detroit, spent several days last week at the Warwick

China Co.'s plant in Wheeling, W. Va., placing orders for hotel china.

The Advance China Co., Chicago Heights, Ill., has closed down, and workers who went there from this district are returning. A line of hotel china was made at this plant, which was in operation for a short time only.

SALVATION ARMY FUND CONTRIBUTIONS.

FOLLOWING are the hitherto unrecorded contributions to the Salvation Army Fund by members of the trade :

| | | | |
|---------------------|----------|-------------------------------|-------|
| Geo Borgfeldt & Co | \$100.00 | Josiah Wedgwood & Sons | 10.00 |
| Lewis & Conger | 50.00 | Mogi, Momonoi & Co | 10.00 |
| Haviland & Co | 25.00 | Thos G Jones | 10.00 |
| Frank & Danziger | 25.00 | H C Edmiston | 10.00 |
| L D Bloch & Co | 25.00 | E W Hammond (Publicity Fund) | 2.00 |
| Lazarus & Rosenfeld | 25.00 | Thos G Jones (Publicity Fund) | 2.00 |
| M Kirschberger & Co | 20.00 | | |
| Edward B Dickinson | 10.00 | | |
| Wm H Barron | 10.00 | | |

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending June 5, 1919.

| | | | |
|---|--|------------------------|--|
| GLASGOW | | | |
| Str. Nasmyth, May 31. | | | |
| 3 packages toys..... | | Gimbel Bros | |
| LONDON | | | |
| Str. Saxonia, May 31. | | | |
| 1 package chinaware..... | | D H McLac | |
| ROTTERDAM | | | |
| Str. Rotterdam, Maa 31. | | | |
| 3052 packages china, glassware, toys..... | | Geo Borgfeldt & Co | |
| LIVERPOOL | | | |
| Str. Celtic, May 29. | | | |
| 3 packages earthenware..... | | Maddock & Miller | |
| 3 " " | | Rowland & Marsellus Co | |
| HAVRE | | | |
| Str. La Lorraine, June 2. | | | |
| 8 packages chinaware..... | | C B Richard & Co | |
| 5 " glassware..... | | Snow's, Ltd | |
| 3 " porcelain..... | | J Corbett & Co | |
| 4 " toys..... | | Southern Pacific Co | |
| 1 " " | | Basket Importing Co | |
| MANCHESTER | | | |
| Str. Bovic, June 2. | | | |
| 39 packages earthenware..... | | Meakin & Ridgway | |
| 8 " " | | Rowland & Marsellus Co | |
| 142 " " | | W S Pitcairn | |
| 22 " " | | G F Bassett & Co | |
| 33 " " | | H C Edmiston | |
| 21 " " | | A J Fondeville & Co | |
| 42 " " | | E Boote | |
| 106 " " | | Maddock & Miller | |

| | | | |
|---------------------------|--|-------------------|--|
| GENOA | | | |
| Str. Argentine, June 3. | | | |
| 9 packages glassware..... | | H Wolff & Co | |
| 5 " " | | W E Flory & Co | |
| 7 " " | | Barelli & Vitelli | |
| 11 " " | | A H Veith & Co | |
| 86 " " | | B F Phillips Co | |
| 23 " " | | M Goldberg Sons | |

HUMOROUS AMERICAN TOYS.

A GLANCE at the toys displayed at the exhibit of the Art Alliance of America convinces one that there are springing up among us those who possess the rare art of expressing real humor in ways that children, those harshest of critics, can fully appreciate and understand.

A designer of rare and mirth-provoking animals, made from patent leather, with glowing red trappings, refers to his felt, leather, paper and wool materials as his paints, for this is the way he regards those things which go to make up the strangely fascinating creatures which he manages to turn out. And the remarkable thing about his work is that it is so simplified, so possessed of the true quality of art, that he is able to manufacture his designs in quantity so that the standard of each one compares favorably with that of the original.

This humorist, expressing himself in the manufacture of toys, makes garden sticks that bring a laugh from the gloomiest of observers. He decorates match boxes with ridiculous-looking brides and bridegrooms made of felt and bone buttons, and then, in a mood of laughing, he calls them "A Good Match." He says that the American public as yet does not appreciate artistic quality enough to pay dearly for it, and that, therefore, he must minimize the perfection of his work but he admits that now, as never before, the people are demanding things that are good, and he looks toward a rosy future when they will be glad to pay for a bit of highly-perfected humor.

This man confesses that, to him, all of life translates itself into toys, and toys that are humorous. He adds that even Ibsen has been very fruitful in suggesting ideas.

Animals are the specialty of another original toy artist, who makes the most absurd-looking menagerie out of such humble beginnings as colored lining material, Turkish toweling, or bits of unsuspecting gingham. A giraffe, consisting of nothing more than some white Turkish toweling, two black beads for eyes, and a spray of forget-me-not behind its left ear, sends one into gales of spontaneous laughter, for the shape of its legs and the curve of its neck are inimitable. It is a thing you would like to have always with you to save you from sinking into the depths of despair.

The Teddy Bear made its first appeal by reason of

its cuddling ways, and these animals have all of that attraction with the added stimulus of a bit of humor, so dear to the heart of a child. There are pink pigs, soft white ducks, little white rabbits—in fact, nearly every animal from the Zoo that will lend itself to the confines of a Turkish towel.

The whole idea is that in these new American toys we are seeing that perfection of simplicity, that elimination of all unnecessary ornamentation, and that attention to detail which go to make the perfect thing. Children will be the better for their association with such playmates, and American arts and crafts will be the better because these achievements have been added to their list.

RENEW FIGHT ON LUXURY TAX.

THE discussion accorded the luxury tax by Congress last week brought out the point that the legislators are anxious to hear more from consumers on the subject before going ahead with their consideration of the repeal of the measure. This has spurred up the merchants to renewed effort, and the National Retail Dry Goods Association will endeavor to enlist the more active support of the consumer by pointing out that the law has not accomplished what it was designed to do, namely, restrict the purchase of luxuries, and, furthermore, is a source of constant irritation.

WAGES COMPARED WITH THOSE IN JAPAN.

IN the matter of wages the American potter is a modern Croesus in comparison with the Japanese clay-worker, according to figures just compiled by investigators of the Nippon pottery industry.

Statistics show that Japanese pottery employees work twelve hours for the following daily wage: men, 51 cents; women, 22½ cents; boys, 18 cents; girls, 9 cents.

Most skilled workers in American potteries, and some unskilled laborers, earn more in one hour than the highest paid Japanese pottery worker receives for a twelve hour day, says the East Liverpool Review. In fact, there are few skilled men in potteries in the United States, especially in plants whose employees are members of the National Brotherhood of Operative Potters, who earn less than \$4 per day, while in some instances the daily earnings average \$5, \$6, \$7, and, in a few cases, as high as \$8, \$9, and \$10.

Many factors have combined to make the American potter among the well-paid skilled laborers. He is ambitious; in many cases he owns his home, or, at least,

is buying it; he plans to educate his children, desires to obtain many of the joys of life for himself and his family, and hopes to save a dollar for the proverbial rainy day. And to accomplish these things, especially with the cost of living soaring, he is paid a high wage.

The Japanese pottery worker seems content to eke out an existence. Of course, his scale of wages precludes a standard of living comparable with that enjoyed by the American potter.

Pottery owners in the United States, realizing that a living pay means a satisfied employee, and consequently higher efficiency, willingly pay a fair wage for a fair day's work.

NOVEL THRIFT ENCOURAGING.

WHEN the armistice was signed, the War Department had fifteen million regulation hand grenades ready to be thrown into the German trenches, dugouts and machine gun nests. As they were no longer needed for that purpose, the Treasury Department secured them for use in the encouragement of thrift and proposes to have them handled by the army of American school children in a war against waste and careless spending.

Each grenade, complete except for the fuse and explosive charge, will be turned into a savings bank for dimes and pennies. Under a distribution plan approved by the Treasury Department one of these banks will be given to every schoolboy and schoolgirl under ten years old who can show one War Saving Stamp earned during vacation when school reopens next fall, and tell how it was earned. Every boy and girl over ten who earns two War Savings Stamps and shows them, together with an account of how they were earned, will also get one.

The distribution of the grenade banks will be under the control of the Savings Directors of the twelve Federal Reserve Districts.

BUSINESS BRIEFS.

Demorest & Co., glass factory representatives, last week removed their salesroom from the Presbyterian Building to the Fifth Avenue Building, where they occupy room 1107 on the eleventh floor.

* *

A petition in bankruptcy has been filed against Alfred La Rosa, dealer in crockery at 240 Sullivan street, by these creditors: Jerome Harris, \$360; I. Hilfer & Bro., \$154; Solomon Horowitz, \$222.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

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| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JUNE 5, 1919.

HIGHER WAGES AND BUSINESS.

THERE are few subjects that have been more widely discussed in manufacturing, financial and general business circles than that of the high wages demanded by labor and their present and future effect upon conditions.

Whatever may be said against the unreasonableness of labor's demands, there is this in their favor: they are helpful to business. Even if the manufacturers do have to pay more for workers, and the retailers advanced salaries to their salespeople, they get more than the amount back in the increased sales resulting from the greater purchasing power of wage-earners. The china and glassware business is never good when wages are low and times are hard.

The laborer and the mechanic and their families are generous spenders; and their purchases are not confined to the inexpensive grades of merchandise, either, when they possess the means to indulge themselves. When they are making good money things are bound to hum. The laborer's wife whose husband is perhaps now making \$5 or more a day is not satisfied with a nicked and incomplete set of dishes or chipped glassware, but replenishes her supply and goes in for the better grades, too—buying things that she has longed for years, but was never able to procure owing to a lack of funds.

In corroboration of this the Federal Reserve Bank in its monthly digest says: "Despite abnormally high prices, retail trade throughout the country is assuming

an unprecedented volume. Retail establishments report business sixty-six per cent greater than a year ago in New York, and from twenty-five to fifty per cent greater in Chicago."

PERSONAL.

AFTER making a study of trade conditions here in so far as they might have changed during his long absence overseas in the service of the Red Cross, J. H. Venon sailed on La Lorraine for France on Thursday to consult with the heads of various factories with a view to the complete resumption of his business in the early fall.



John Farrelly, the first of L. Straus & Sons' men to go to Europe with the A. E. F., returned to his old position in the hotel stock department last week. He was a corporal in the 311th Infantry, 78th Division, and had the thrilling experience of going over the top six times and returning without a scratch.



Lieut. Donald M. Smith, assistant secretary of the McKee Glass Co., Jeannette, Pa., and son of A. J. Smith, president of the concern, arrived home from overseas service last Thursday, and is now at Camp Dix awaiting his discharge. His brother, Maurice, who came here to meet him, left for home Monday night.



Charles Hass, buyer for the Raphael Weill Co., San Francisco, who has been in Europe on a buying trip since the early part of April, returned on Sunday aboard the Lorraine. He was met here by his assistant, Roy Auhimus, and together they will spend about a month in the local market devoting the time to buying for the new housefurnishings department which the concern will open early in September.



William J. Hague, the genial salesman with Geo. F. Bassett & Co., spent Memorial Day and the weekend at his favorite summering place, Sparta, N. J. Mario Ottomano, also with the concern, accompanied him on the trip, and is equally enthusiastic over the beauties of the spot.



To add to his enjoyment of the hot spell, H. Benedikt was serving this week on the jury in the Supreme Court.



Ex-Corporal John Skelton, brother of Frederick, the well-known manufacturers' representative, is just a plain citizen again, having been discharged last week

from Camp Upton, where he had been stationed since December, 1917, as a member of the motor corps. He has resumed his position as city salesman with his brother, having rejoined the latter's staff on Monday of this week.



E. W. Schulz, of Herman C. Kupper's traveling staff, returned home last Thursday from a long trip through the Southern States, where he booked a lot of business.



Max Hirsch, representative of the Buffalo Mfg. Co., motored up through the Catskills over the weekend, bringing his brother Louis, also a factory agent, back with him on Monday. The latter has been in the mountains recuperating from a recent illness, and is now feeling and looking extraordinarily fit once more.



Wilbur E. Pomeroy, of the Horace C. Gray Co., returned to New York on Sunday after a week's absence during which he visited ten different factories represented by the concern. Despite sleepless nights spent in traveling, irregularity of meals, and the general strenuousness of the trip, he looks as well as ever—in fact, he may balance the scales at a pound or two more.



John C. Fisher, traveling representative for A. Gredelue, American representative for "Baccarat" glassware, returned on Monday from a trip that took him as far as Kansas City. He found business improving everywhere. After a short rest he expects to make a tour of New England territory.



A. Abrams, salesman for Zuckerman & Liberman, returned on Saturday after making a trip through New York State, where he found a decided revival of interest in the Bluebird dinnerware pattern and booked a lot of orders for it. This week Mr. Abrams is showing the line through the New England States.



C. S. Curtis, traveling representative for Edward Boote, returned last Saturday after a long trip through Southern territory during which he secured a very satisfactory amount of business.



Harry L. Seixas, traveler for the Edward Boote lines, whose trip was interrupted on account of Mr. Boote's death, will start out again on Saturday to complete his itinerary through the Middle West.



F. P. Judge, secretary and treasurer of the National China Co., Salineville, O., is in town this week confer-

ring with H. Benedikt, the factory's New York representative.



C. B. Nash, buyer for Marshall Field & Co., is in the city this week on a brief buying visit.



The mission of R. J. Conliff, buyer for the J. M. High Co., Atlanta, Ga., who arrived in town the latter part of last week, was principally to place orders for toys.



I. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y., spent Monday and Tuesday in town calling on the trade.



The mystery of Louis R. Garvey's perpetual good humor nowadays has been solved. The marriage ceremony was performed by his brother, the Rev. Frank A., at St. Thomas's Church, Wednesday morning, and the happy couple are now honeymooning at Atlantic City. The reason for such a rash act in these days of high cost living was probably the fact that he has recently been taken into partnership in the old-established crockery, glass and lamp business of his father, J. L. Garvey, 10 West Broadway. A wide circle of friends will join us in congratulations on both happy events.

FREE LIFE INSURANCE FOR ITS EMPLOYEES.

THE Wm. Hengerer Co., Buffalo, has taken out group life insurance with the Etna Life Insurance Co. for all the employees of the store. The insurance will be made payable to any beneficiary whom the employee names, and every person on the store payroll regardless of age, after three months' service, will have a policy issued in his or her name, the premiums being paid by the Wm. Hengerer Co.

Employees will not be required to stand physical examination, and the policy further provides for disability benefits, and requires the payment of the full sum insured in the event of permanent total disability before the age of sixty.

The amount of insurance depends upon the length of service. One who has been employed for three months is insured for \$300, at six months for \$500, and thereafter \$100 is added for each subsequent year's service until the amount of \$3,000 is reached, which amount is carried on employees who have been in the store's service for twenty-five years or more.

Employees on the pension list are also included. Thus continuity and length of service are well rewarded. Over 750 persons are covered at this time, and the insurance in force exceeds \$700,000.

The policies are binding as of April 28th, and the amount of insurance at the present time is determined by the employee's past record. This means that those who have been employed twenty-five years or more are insured for \$3,000, the maximum amount, and the others in accordance with the above schedule. New employees, taken on from time to time, will share the benefits of the plan.

In his announcement to the employees of the store Mr. Hengerer said: "We have made this arrangement not only as an appreciation of service, but to aid the employees in caring for their dependents in the event of death. This insurance is furnished at no expense to the employees, and does not in any way take the place of any payment to be made for accident under the Workmen's Compensation Law, but is in addition thereto.

"It adds to the tie of fellowship that has long existed between the store and its employees, and is another step that evidences the spirit of co-operation.

"Should any of the employees leave the service of the Wm. Hengerer Co. they are privileged to take out the amount of insurance then in force with the same company, in the form of life or endowment, without examination and at whatever premium rate which would apply at the time."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- Miss Mann, g, Marshall Field & Co, Chicago. 1107 Broadway.
- W W Wentworth, hf,c,t, Wm Taylor Sons & Co, Cleveland. 420 Fourth ave.
- M J Rosenblatt, hf,c,t, Shartenberg & Robinson Co, Pawtucket, R I. 404 Fourth ave.
- L A Jannard, t,c, Dupuis Freres, Montreal. 116 West 32d.
- M E Davison, s, A Lisner, Washington, D C. 220 Fifth ave.
- H S Forbes, t, Newcastle (Pa) D G Co. Prince George.
- M Flanagan, hf, Carl Co, Schenectady, N Y. Alcazar.
- J J Tyrrell, c,g, Jordan-Marsh Co, Boston. 432 Fourth ave.
- C H Clarke, hf; S M Averill, l; R D Watters, c,hf, Howland D G Co, Bridgeport, Conn. 404 Fourth ave.
- L W Howland, s, Broadway Dept Store, Los Angeles. 45 Madison ave.
- H L Boughton, c,g, H L Boughton Co, Catskill, N Y. Continental.
- F H Montei, hf, G Fox & Co, Hartford, Conn. 141 Madison ave.

- J Leonard, c, Leonard & Cassidy, New Orleans. Grand.
- J J Reardon, t, hf, McAnslan & Wakelin, Co, Holyoke, Mass. Cumberland.
- Mr Karel, s, Kaufman & Baer Co, Pittsburgh. 404 Fourth ave.
- H B Schofield, hf, C E Osgood Co, Boston. Marie Antoinette.
- C Hass, c, R Weill & Co, San Francisco. 15 East 36th.
- H Darmstadter, s, N Snellenberg & Co, Philadelphia. 1261 Broadway.
- D L McCarthy, c,hf,t, Stewart D G Co, Louisville, Ky. 2 West 37th,

THE DAYLIGHT-SAVING LAW.

THE following letter has been sent out by the Crockery Board of Trade:

NEW YORK, June 2.

GENTLEMEN: We believe that the Daylight-Saving Law has the unanimous approval of our members and of the country except in agricultural districts.

The farmers are actively and insistently urging the repeal of this law, which not only reduces expense of illumination, but contributes greatly to our health and comfort during the summer seasons.

The influence of the farmers is strong with Congress, and if this beneficent law is to be continued it is necessary for those who favor it to address their representatives expressing strongly their opposition to its repeal.

Therefore, please wire or write your representatives in Congress for your home and business districts urging that the proposed repeal be defeated. Immediate action is requested.

Very truly yours,
The Crockery Board of Trade of N. Y.
L. S. OWEN, Secretary.

ADMISSION OF GLASSWARE INTO ENGLAND.

SINCE our previous announcement of certain relaxations in the British import restrictions, fuller information has been received concerning the admission of glassware. The list of the kinds to be admitted under license, exceptionally as and when required, includes the following general classes: Chemical, medical, surgical, bacteriological, light furnace made, ungraduated; the same, heavy furnace made, ungraduated; furnace made and lamp-worked; lamp-blown (chemical and physical), ungraduated; lamp-blown (medical and bacteriological), ungraduated; graduated scientific glassware; glass thermometers, hydrometers, etc.; glass artificial eyes; X-Ray tubes and valves; tubing and rod; and glass syringes. Information concerning the specific articles included under these main headings will be furnished upon application to the Bureau of Foreign and Domestic Commerce, Washington, D. C.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers are somewhat "up in the air" concerning the future of the industry, in view of the demands of the employees, who want wage increases ranging from twenty to fifty per cent and in many instances a reduction of working hours and "moves" besides. That an advance in the selling price of glassware will be necessary should any of these demands be granted at the joint wage conference in July goes without saying. A number of buyers who were "tipped off" during the past week concerning this have already started to protect themselves, so far as their fall requirements are concerned. Some have been in the market, and others have mailed their orders direct, with instructions to ship as soon as possible.

The McKee Glass Co., at Jeannette, Pa., has razed two of the older of its battery of six furnaces and has plans prepared for the building of a twelve-ton continuous tank, to be devoted exclusively to the manufacturing of 'Glas-bake' ware. The remaining four furnaces are being operated on steady schedules.

Troubles with manufacturers never end, as is evidenced by the action of the men employed on the gas-producer at the plant of the Imperial Glass Co., at Bellaire, O., who struck for an advance of twenty-five per cent. Their action did not interfere with the operation of the plant in the least, however, as natural gas was turned into the mains, the men paid off, and others engaged to take their places.

That the demand for cooking glass is increasing is shown by the fact that five plants are now engaged in making this particular line. A few years ago there was but one producing the ware.

A third furnace has now been placed in operation at the plant of the Central Glass Works, Wheeling, W. Va. This has been made necessary on account of the

firm taking over the "Chippendale" line and increasing the list of items since it took over the original molds from the Jefferson Glass Co. Many additions and improvements are being made to the factory to take care of its increased business. A new line of especially attractive "Chippendale" candlesticks is being shown.

Factories making lines of bar glassware are not going to be hit as hard as they anticipated, according to their sales managers. These particular plants are featuring soft drink glassware and soda fountain goods; and as new soft drink places spring up over night the demand is excellent. In a number of instances the better grades of goods are being sold.

Five sizes of mixing bowls for household service are being shown for the first time by the United States Glass Co., the line being a product of the Glassport plant. The body is white, thick, and is called "Sani-Glas." A favorable demand has already been created for it from department store buyers.

A special assessment of two dollars per member is announced by the Western Glass and Pottery Association—due to the fact that the death toll during the past two years has been the heaviest the Association has experienced. This assessment is now due and payable.

General repairs will be made to a majority of the glass factories operating under union rules during the suspension. This will extend from Saturday, June 28, until Monday, July 14.

Among buyers visiting the market recently were B. O. Chapman, of Merrill, Greer & Chapman, St. Paul; Mr. Downs, for the George H. Bowman Co., Cleveland.

It seems as if the demand for confectioners' glassware will be heavier this year than heretofore experienced, and manufacturers are preparing accordingly.

"We are ready to take care of any new outlet for glass that comes along," says one.

After many weeks of preparation the new sample rooms of the Pittsburgh Lamp, Brass and Glass Co. in the Chamber of Commerce Building are expected to be ready for the reception of buyers next week. An entire new line of samples will be displayed.

The demand for stand lamps for fall delivery shows more activity. Some very good business on this line was booked here last week.

Charles H. Blumenauer, president of the Jefferson Glass Co., who has resided in Steubenville, O., since assuming the management of that factory, is to become a resident of Wheeling, having acquired a home there of which he will take immediate possession.

THE RETAIL CREDIT MAN'S PROBLEM.

AT a recent meeting of the Retail Credit Men's Association of Pittsburgh, D. E. Crane, of the Macbeth-Evans Glass Co., speaking on "Problems of the Retail Credit Man as Viewed by the Manufacturer's Dispenser of Credit," said, in part:

"It has always been my impression, and you doubtless will concur in the opinion, that the lot of the retail credit man, like that of the proverbial sinner, is a hard one, for more reasons than one.

"First of all, he must be possessed of manners, and good ones at that. Without manners he is a liability to his house, as it will soon be found that good old customers are drifting to the competitor around the corner, and that new ones, not being encouraged, are not coming to take their places. It will not take the proprietor of the retail establishment quite so long as it will the manufacturer or jobber to determine why his business is falling off.

"Emerson said: 'Manners are the happy ways of doing things.' And Lord Chesterfield is quoted thus: 'The manner of doing things is often more important than the things themselves; and the very same thing may become either pleasing or offensive by the manner of saying or doing it.'

"Next to manners we might venture to put as a prime requisite of the retail credit man as well as that of the wholesaler (though not in the same degree with the latter) a fair knowledge of psychology—the reading of men's thoughts and ambitions and an analysis of their motives. This is probably your most difficult task, as your conclusions must be reached by a careful and diplomatic drawing out process in your conversation. As I see it, your risks are mostly, as we term them, 'moral' in character. You do not often have the opportunity of securing a 'Property Statement' of your

prospective customer. Chances are he would lend a deaf ear to your plea for such a formidable and many times suicidal document. The jobbing and manufacturing fraternity indeed have the advantage of you, as it is considered quite apropos to ask our prospective small dealer, contractor, or even jobbing customer, to lay his cards on the table so that we can look them over; and if there are any aces they are usually there.

"Presumably, therefore, if not entirely satisfied with appearances—and you no doubt have learned that good clothes do not make the man—you broach the subject of trade references as we do; also ask diplomatically with what bank or banks he (or she) condescends to do business.

"Probably there is no better means of determining what sort of an account you will obtain than through the trade reference channel, particularly if you obtain not less than three, and if these three have carried the account for one, two, or, better still, three years. The three C's of credit are with you the same as they are with us; but I like to think of the last—character—as the best, although that will require looking into.

"Once the master of a steamer, while loading at a Scotch port, took on two hands—one without a written

Continued on page 21.

Our Specialty is SERVICE.

LET us send you a list of our assortments, which we can ship FROM STOCK ON HAND; or give us a chance to figure on one of your own.

We are only manufacturing at present the following articles: Fancy Teas, St. Denis Teas, Plates 4, 6 and 7 in., Nappies 6, 7 and 8 in., Bowls 30s and 36s, Fruits 4 and 5 in., Oatmeals 36s, Jugs 42s, Dishes 10 in. All in fancy shapes.

We can ship you from stock an order for 500 dozen of any of these articles as quickly as the packers can pack them up.

THE CARTWRIGHT BROS. CO.,
EAST LIVERPOOL, O.

Continued from page 20.

'character' and another with an abundance. They had not been long at sea when they encountered rough weather, and the man with the written recommendations, while crossing the deck with a bucket in his hand, was swept overboard. The other hand saw what had happened and sought out the captain.

"Do you remember the man from Dundee," he asked, 'that you engaged wi' the fine character?'

"Yes," said the captain. 'What of it?'

"Weel, he's run awa' wi' your bucket."

"Last, not least, perhaps, in arriving at your decision upon the granting of credit to an individual, you have recourse to inquiry of the individual's employer—if he is not one himself—to mercantile agency reports of one kind or another. If the account should warrant, a search of court records, including property owned, encumbrances thereon and record of judgments, if any, should be instituted. Few credit men have time, even if they were fitted to do so, to make search of court records, and these things are usually covered in mercantile reports.

"You unquestionably also have your smaller groups or associations—in fact, may report to these for the benefit and guidance of your more fortunate members the names of those who wittingly and willingly allow their accounts with you to get too far in arrears. These smaller associations, where a free and frank discussion of your customers takes place (possibly in an upper chamber after lunch) are most excellent and helpful in restraining or controlling losses. They tend further to make the credit men of the particular trade better acquainted with one another, and thus volunteer information for the benefit of all—information which under other conditions they might keep to themselves, with the result that some other credit man takes on a risk which he would not have done had he known certain things.

"It is difficult to refrain from mentioning terms. For certain reasons you possibly suffer far greater abuse in this direction than do we; and yet although we credit men do not ourselves always practice what we preach, there would seem to be no question of a doubt but that the community at large would be better off if with Chesterfieldian manners, with tact and diplomacy, you insisted upon your just dues, insisted upon payment of your accounts if not paid at maturity. Your well-being is inextricably bound up in ours. Together we stand, divided we fall. Education of the individual purchaser to a fair discharge of his commitments is vitally important, and the Retail Credit Men's Association has a large field and one in which the National Association of Credit Men has for many years been plowing, harrowing, sowing—aye, and reaping—harvests of increasing value. Yours is to carry on.

"You must, of course, be more or less of an accountant. Essential to you are a knowledge of your customers and their accounts on your books. It is your duty to curb the spirit of overbuying, which may be in a measure speculation, or at any rate an overextension in the case of some individuals. 'Come, let us reason one with another.' This spirit of candidness is so sadly lacking. Would it not oftentimes be wise for us to have a heart to heart talk with our customer, gently cautioning him against too heavy purchases? Perhaps most of us lack the backbone; and yet the 'manner of doing things' counts here and may make an eternally grateful customer.

"It is not my purpose to dwell upon collections. If your work has been well and faithfully done your

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN UNUSUAL OPPORTUNITY IS OFFERED A BRIGHT, SNAPPY YOUNG MAN ACQUAINTED WITH CHINA, GLASS AND LAMP LINES. POSITION PROMISES AN EXCEPTIONAL FUTURE FOR THE RIGHT MAN. HE MUST BE ACQUAINTED WITH THE TRADE IN THE METROPOLITAN DISTRICT, AND POSSESS CAPABILITIES FOR DEVELOPMENT. ADDRESS OPPORTUNITY, THIS OFFICE.

SITUATIONS WANTED.

MAN of highest efficiency, with twenty years' practical experience as an importer and dealer in china, glass and house-furnishings; member of a well-known concern about to be discontinued; desires position as assistant with a good house or a place as traveling salesman with a reputable manufacturer. Unquestionable references. Address A 221, this office.

FOR SALE.

FOR SALE.—Complete tumbler house equipment, consisting of molds, presses, blow-pipes, etc. Immediate delivery. Stock in excellent condition. Inquiries to ROCHESTER BULB CORPORATION, Rochester, Pa.

WANTED TO PURCHASE.

POTTERY MACHINERY WANTED.—Jolly wheels, chaser mill, power wad mill, chaser crusher and burr stone glaze mill. Second-hand. Good condition. State what you have to offer. ILLINOIS CHINA Co., Lincoln, Illinois.



WANTED, a representative line of Glassware, Pottery, or Mahogany Lamps and Silk Shades. Commission basis.

SIDNEY N. SCHARFF & CO.,

Manufacturers' Agents,

Suite 804 Victoria Building,
ST. LOUIS, MO.

Continued from page 21.

collections should not worry you; but things unforeseen may have happened and your task becomes difficult. Manners again come to the fore, together with tact and a spirit of determination.

"Some two years ago, at Boston, that erudite hub of the universe, I read, to the apparent satisfaction of those present, a parody on Hamlet's soliloquy, which, by the way, was sent to Mr. Hoffman, of the U. S. Glass Co., by an English friend. You possibly have heard it; but it furnishes an appropriate finish and describes better than could I in many words the problems of the retail credit man:

To send, or not to send—that is the question—
Whether 'tis better to keep the goods,
And so make sure of what is in possession,
Or let them go, and run the risk of payment.
To send—to part with—perchance to lose!
Ay, there's the rub!
For once the goods are gone,
What skill can charm them back,
Or get the cash from slippery debtors?
What will be done when the account falls due?
Will cash be paid, or e'en post-dated cheque?
Or promise to remit be quickly made—
To be as soon forgotten?
And then reminders—much like Thumar's blows,
Softly at first, though each with added force.
Yet no response—silent as a shadow—
Ne'er a stiver, nor soothing plea for "time."
Will then "a meeting" end suspense—and hope—
If packed, forsooth, with doting relatives
Bent on proving claims for borrowed money,
Yet solaced by a shilling in the pound?
And that lean pittance fast in lawyer's grip,
Leaving us naught but sad experience!
Yet sell we must, and selling, trust
That some, some day, may something pay.

THE GLASS OF SHIMMERING HUES.

WHATEVER connoisseurs of antiques may say, no glassware has ever been produced in the world that is at all comparable in beauty to the stuff of shimmering metallic colors that nowadays fetches such extraordinary prices. The profit is enormous, for the method of its manufacture, once the secret is known, is surprisingly simple, says the "Glassworker." The article—be it vase, wine glass or what not—is at the start in no way different from many similar things of first-class workmanship. So far it is simply a matter of time for a skilled hand. But in the final and finishing process a dry spray of one or more metallic oxides is distributed over the surface of the vase or other article. It may be (though rarely) pure gold dust; it may be gold dust mixed with copper oxide. It may be oxide of manganese, or nickel oxide, or cobalt oxide, or some other metallic salt. Whatever the nature of the metal dust, the latter is literally incorporated with the material of the hot surface of the glass. The latter, during the process, is at a red-hot temperature and therefore expanding. It absorbs the metal particles, which become part of its substance. Hence the beautiful hues of this shimmering glass. They are metallic colors. Not only the familiar metals, but various kinds of rare earths of metalliferous kinds (such as yttria) are being utilized for the purpose, so that there is no end to the variety of hues obtainable.

The IROQUOIS CHINA COMPANY

announces the appointment of

D. KING IRWIN,

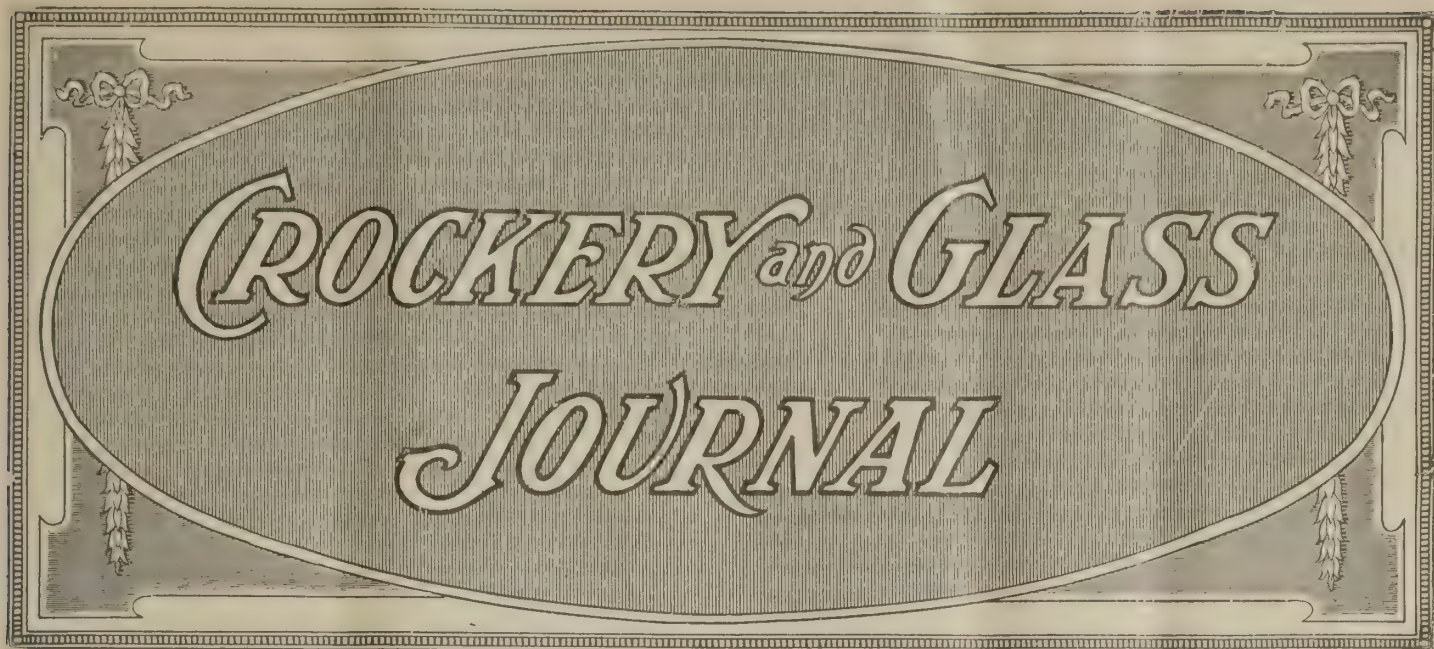
200 FIFTH AVENUE, Suite 305, NEW YORK CITY,

as sales representative in Greater New York.

A complete line of IROQUOIS VITRIFIED HOTEL CHINA, in white as well as underglaze, together with special decorations, is displayed.

"Iroquois China Saves Twenty-five Per Cent of Breakage Losses."

FACTORY, SYRACUSE, NEW YORK.



NEW YORK, JUNE 12, 1919.

CONDITION OF TRADE.



New York Business assumed fairly good sized proportions during the past ten days. The closing down of business over Decoration Day and the day following apparently had the effect of revitalizing conditions somewhat, for the Monday after found quite a few buyers in the market ready to make purchases; and new arrivals from out of town for the remainder of the week, combined with buying of quite a gratifying character on the part of the local trade, brought the total to a point that must be considered good for this time of year. Another feature of the business done was its apparent even distribution, all lines coming in for a share of the orders.

The importers find little cause for complaint in existing conditions, which show a constant inclination toward improvement. Price is not nearly as important a consideration with buyers as when they can get their goods. The matter of shipment is still one of the importers' greatest worries, however. But they are confident these will begin to move forward with greater ease in the near future as fuel and transportation facilities improve.

Domestic dinnerware business is being booked in good volume by the New York factory representatives. Orders being taken at present naturally are not as large as formerly, but are of sufficient size to give the business an activity that looks very promising.

The continued upward swing to the glassware business among the New York agents indicates a de-

cided tendency on the part of buyers to be more liberal with their orders. Should the factory workers be successful in obtaining the wage increases and reduction of hours as published in our last week's issue the manufacturers could not sell at present prices, and the improvement in business may be due, to some extent, to buyers wishing to get their orders in and shipped before September first, so as to be assured of getting the goods at existing quotations.

The large amount of alterations being made on old buildings in the city—a great deal of which consists of remodeling private houses into "apartments"—has given quite a little stimulation to the illuminating glassware business. The line shows a steady picking-up, and some good-sized orders are reported here and there.

Retail trade kept up surprisingly well in New York and vicinity during the heat of last week. In fact, the slight falling off due to the mounting mercury was hardly noticeable. Various special sales scheduled for the week among the different stores were well attended. It was merely a question of how much merchandise there was to dispose of at price reductions.



East Liverpool and Vicinity

Orders with pottery manufacturers continue active, and wherever it is possible to obtain workers to fill unoccupied places the plants are working on full schedules. Buyers continue to visit the

market in goodly numbers, and many are anticipating future requirements. The demand for regular dinner sets is increasing, and open stock patterns are in active request. Some import houses are increasing their orders for domestic pottery, showing that they are not obtaining all the merchandise from abroad that they could use. Specialties continue to sell very well. Hotel ware is again in normal movement.

Pittsburgh and Vicinity

As the close of the present fire approaches, buyers are showing more interest in anticipating future requirements and are asking that orders be shipped as quickly as possible. Manufacturers are unable to even intimate what the market will be after the forthcoming wage conference. Not much demand prevails for ordinary staples, but orders for special lines are very good, a decided improvement being noticeable during the past fortnight. Wares adapted to the soda fountain and soft drink trade are in exceptionally heavy request.

WOOLWORTH LIMIT TO STAY TEN CENTS.

"THE foundation upon which the F. W. Woolworth Co. rests is the five and ten cent limit set by Mr. Woolworth forty years ago, and it will continue so to the end of time."

This definite and unequivocal statement covering the future policy of the Woolworth organization was made recently by H. T. Parson, vice president and treasurer of the F. W. Woolworth Co.

"Stories that we intend abandoning the ten-cent limit in our stores are made out of the whole cloth. The five and ten cent slogan was the trademark of F. W. Woolworth. His adoption of the nothing-over-ten-cents policy was the result of his early experience. He had tried five-cent merchandise, ten cent merchandise and twenty-five-cent goods. He found that the people wouldn't support a variable selling policy. Out of his experience came the determination to maintain a maximum selling price of a dime."

TARIFF HEARINGS BEGIN.

THE entering wedge in tariff legislation came this week with the beginning of hearings before the Ways and Means Committee. The first to be heard were the potash interests, and then the representatives of the chemical and optical glass manufacturers.

Before the war Jena glass was everywhere in de-

mand in this country in colleges and universities. No laboratory could be without it, and the trade had developed into a very large one. With the outbreak of the war the supply suddenly was cut off after prices had in the first few months of the war gone soaring several hundred per cent until they became practically prohibitive. American manufacturers then took up the task of supplying laboratory wares not only in glass, but porcelains, and the domestic output is now regarded as in many respects as good as the old foreign supply, and the volume of output is far beyond what even the most optimistic glass men would have predicted as possible five years ago.

Under the old law this class of wares was free of duty when destined for educational institutions. Now the home industry has proceeded so far that it is clear that it can meet the requirements of the domestic market, and with a comparatively slight duty would compete in price with European goods.

It is not expected that the hearings will be prolonged over more than a week or ten days, and soon after they close the committee may be expected to bring in its bill.

LEPIDOLITE IN GLASS MAKING.

IN a letter to the "National Glass Budget" drawing attention to an article on lepidolite published in that paper based on a report recently issued by the Bureau of Mines, B. F. Drakenfeld & Co. state that while the report is correct in ascribing no special value to lepidolite for the purpose of decolorizing glass, they wish to emphasize that this mineral has in the past two to three years definitely demonstrated that it has otherwise an extremely large and important field to serve in the glass industry.

The advantages to be secured in the use of lepidolite in flint, opal, translucent and special glasses are concisely expressed as follows: Reduced melting temperatures. Much more homogeneous and stable composition of the glass. Greatly increased tensile strength, with lehr and other breakages reduced to a minimum. Elimination of seeds. Glass produced with fine, smooth and brilliant surface. Glass presses and blows easier and anneals better.

In opal and translucent glasses, lepidolite in conjunction with fluorspar entirely replaces the use of kryolith and gives a more constant and uniform color. The life of the pots and tank linings is greatly prolonged.

For high-grade lead glass much less potash is required than ordinarily for a fine-appearing glass. The glass is less subject to oxidation and has a harder and more brilliant surface and cuts with a cleaner edge.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

THE new semi-indirect bowl in the design of a basket recently gotten out by the Pittsburgh Lamp, Brass and Glass Co. has been such a decided success that the factory has produced a complete fixture with the same pattern carried out in the metal parts, in a rich gold finish, thus making as handsome and ornamental a fixture as has been seen in a long time. The bowl is in a heavily-embossed basket weave pattern decorated with garlands of roses. It is shown in two or three different tints, with the flowers in contrasting colors, at the concern's New York salesroom, 35 West Twenty-third street.

The Manhattan Lamp Works, 121-131 Grand street, recently incorporated by Charles P. Le Berthon, for years a partner in the Imperial Art Glass and Lamp Works, and long associated in the business with other concerns, is now well under way turning out its sample lines. The factory is installed in spacious quarters in a large loft building at the above address, where it occupies the entire second floor. With Mr. Le Berthon's long experience as a manufacturer, and his wide and favorable acquaintance in the trade, there is little doubt but what he will duplicate his previous successes in the line.

A condition that argues well for the increasing popularity of lamps is the manner in which they continue to sell at this season of the year, and a gratifying feature of the business is that the sales are not confined to any particular class of goods, all lines seeming to sell equally well, from the popular-priced to the more expensive, taking in metal, pottery, decorated wood and plain mahogany.

The Art Polychrome lamp standards—reproductions of Old Italian period styles—shown by Koscherak Bros. are very desirable. There are many styles to choose from, mostly classic, and all attractive. The unusualness of the antique coloring also contributes to their beauty. Besides the lamps, there are a variety of candlesticks, from the smallest sizes to very tall

ones, including floor styles. The line has been one of the most successful of its character that the concern has ever handled, and should be seen by every buyer who wishes to increase his lamp department sales.

The line of lamps shown by the Phoenix Glass Co. continues to attract buyers to their salesroom, 230 Fifth avenue. The concern has never had a better assemblage of designs and styles than those that comprise the



present exhibit. The hand-decorated shades are a real artistic achievement in conception, execution and coloring, while the bases introduce an originality of style and finish that contributes very materially to the line's success.

At the sale of furnishings of Sherry's restaurant last week a magnificent pair of crystal and bronze Louis XVI chandeliers brought \$1,150—the highest price paid for anything at the sale on that day.

One of the most complete lines of candlesticks on the market is that shown by the Fostoria Glass Co., 141 Fifth avenue. There are Colonial styles in profusion, both those that adhere strictly to the style of the period and others with variations. They have proven excellent sellers, on account of their combined utilitar-

ian and ornamental attributes. Decorators also find the line extremely attractive, most of the designs being well adapted to hand-painted ornamentation.

THE TAX HAS THEM GUESSING.

ALTHOUGH it will be some time yet before anyone has to pay it, the New York State income tax law already is bringing up a number of questions in local business circles.

One of the most interesting that has yet been heard concerns a salesman who travels for a Philadelphia concern. He does not live in this State, and his house maintains no office here, yet New York State constitutes the largest part of his territory, and his commissions therefrom are considerably more than the average New Jersey or Connecticut commuter earns. Will he be taxed on those commissions, and, if so, how?

Another case concerns a salesman who lives in New Jersey, but covers local territory for a concern whose main office is located in New England. This concern has a local branch office, and the salesman does all his business here. If he is taxable, who makes the report on his earnings?

AT CHICAGO.

TRADE has been good during the past week, the factory representatives reporting a bigger volume than for some time. Buyers are placing much larger orders than has been their recent custom, and it is evident that they do not look for any substantial drop of prices in the near future. The watchful-waiting policy seems to have been abandoned by both large and small buyers. The demand is for both staple and ornamental merchandise—the latter, however, selling best.

* *

Department store managers are keenly watching the situation at the State capital. Employing, as they do, thousands of girls, they are particularly interested in the fate of the eight-hour bill for women. This bill was amended in the Senate so that department stores might be exempted from its provisions. The labor forces will make an effort to knock out this amendment in the House.

* *

Ed. Downey, of the Brush-McCoy Pottery Co., was one of the visitors in the city during the week.

Miss Ella Brennan, buyer for Rothschild & Co., has returned home after visiting some of the Eastern glass factories.

* *

Charles Becker, of the Becker-Hazelton Co., Du-

buque, Ia., was in the city buying merchandise last week.

* *

Howard Jenkins, of the D. C. Jenkins Glass Co., who spent a few days in the city during the week, has returned to the factory.

LEADLESS GLAZES.

The fact that the lead question is never allowed to rest, and that the possibility of preparing readily fusible glazes without the use of lead oxide, is finding repeated expression, indicates the comprehensive and well-directed research going on in connection with ceramics, writes J. Dorfner in "Sprechsaal." Quite apart from the hygienic side of the question, one set of workers seem desirous of demonstrating that the use of leadless glazes is not attended with any theoretical impediments; whereas others, in view of repeated failures, are naturally inclined to keep to the accustomed methods, unless some really brilliant experimental successes can be adduced to guarantee that leadless glazes can be employed without trouble and are more profitable than the older types. The distrust with which many practical potters are inclined to regard novelties in this connection is largely due to the extensive degree to which rule-of-thumb methods still obtain in the industry, in spite of years of scientific activity. The preparation of bodies and glazes is carried on in accordance with old recipes, which are mostly kept a profound secret; and this is comparatively easy to understand when one remembers that there cannot be a more ideal state of things for the manufacturer than to find its working operations proceeding satisfactorily in their accustomed course, more particularly since the empiricist is unable to take into account the chemical and physical phenomena occurring in the firing process.

It is frequently objected that laboratory experiments are relatively unimportant in their bearing on practice, because they are performed under very different conditions. This is true in so far that laboratory experiments cannot, for the most part, be translated directly into practical application, and their results should rather serve only to explain the behavior of the different materials when fired, so that such behavior may be borne in mind in practical working. It is then the task of the practical man to test the applicability of each new scientific discovery, and make immediate use of every step in advance presented by technical science. In order, however, to enable the multiplicity of difficulties to be overcome, it is both interesting and highly desirable that practical men should contribute the results of their own experiments, even though they seem in direct contradiction to those obtained in the laboratory.

The experiments with leadless glazes set forth below were conducted by the author personally in his own

works, under practical conditions. Over four years ago, at the request of Dr. Pukall, he fired a number of leadless glazes in the works kiln; but most of them turned out dull, and were covered with a dirty white, filmy coating. On consultation with Dr. Pukall, the latter attributed the cause to the presence of sulphates, that is to say, to the way in which the firing was conducted. The question was cleared up by accident. Owing to the lack of a fritting furnace, the glazes had to be fritted in the stone-ware kiln, the frit materials being placed in an unbaked stone ware pot, enclosed in a saggar. Under these conditions, the fused fritts could be easily and thoroughly separated from adhering sherds, and in the case of very fusible fritts the pots were first coated inside with thin kaolin slip. The fritts fused, in all cases, to a clear, perfectly transparent cake, the surface of which was mostly covered with a dirty white, opaque layer, full of bubbles, and easily recognizable as sandiver. The pots always became coated with a clear, shiny mass of glaze, up to a height of about four inches, due to the boiling up of the fritt. These phenomena demonstrated the effect of the reducing kiln gases, as has been set forth by Pukall and Berge; and since the amount of alkali—or alkaline—earth sulphates present in the thin coating of glaze inside the pots was necessarily very small, the reducing effect of the kiln atmosphere was sufficient to destroy any dull superficial layer formed, or even to prevent its formation. The conditions were different with regard to the white-grey layer covering the surface of the fritted cakes, the amount of sandiver collecting thereon during the fusing process being too great for destruction by the reducing atmosphere. This conception was fully confirmed by repeated experiments, for, by placing the crucible in the vicinity of the fire, where the reducing action of the gases is most powerful, it was found possible to obtain the fritts with a perfectly clear, transparent surface.

Since the conditions of experiment employed in the author's researches had a considerable influence on the favorable results, they may be briefly mentioned. The glazes were fired on sherds very rich in clay, the body being prepared, mixing definite volumes of stoneware clay with fine kaolin; but, owing to the defective method of preparation, the biscuit firing had to be carried out with great care. The baking temperature of the mass was Seger cone 8—9. The glaze used contained lead, corresponding in composition to the Seger formula, and was melted on at the temperature of Seger cone 010-07, according to the position in the kiln.

The finishing kiln, with reverberatory flame, had a cubical capacity of about 1,759 cubic feet, and though ill adapted to meet modern requirements, proved really ideal for experiments with leadless glazes. The grate surface being much too small in comparison with the kiln capacity, the coaling had to be performed at progressively shorter intervals as the kiln temperature increased, and

the fire required frequent slicing, in order to keep the fuel from baking and the grate from becoming choked with clinker. In this way, a powerful reducing stage was created about every ten to fifteen minutes—a condition of great importance, and indeed, essentially, for the fusing of the leadless glazes.

The endeavors to produce a leadless stone ware glaze, to be fired at cone 010-07, were performed with the fundamental idea that the only way in which the stone ware industry could be really assisted to a solution of the problem was for the new glaze to be reliable in action, and at the same time no dearer than a good lead glaze. Though at first a small proportion of tin oxide was thought essential to lower the fusibility of the glaze, it was ascertained that this expensive ingredient was superfluous, and, therefore, in the later trials, the materials used were confined to such as are abundantly available at low prices. MgO was used in the form of Coswig dolomite. The experiments were conducted during a period of nearly two years, so that most of the glazes could be tested over one hundred times each.

The following recipes were found to be particularly suitable for use, and to give favorable results in all cases. The details of the main charges alone are given, since no practical potter will find any difficulty in calculating the corresponding fritts, etc.:

(1) 2.50 SiO₂, 0.255 Al₂O₃, 0.500 B₂O₃, 0.375 CaO, 0.175 MgO, 0.250 Na₂O, 0.125 K₂O, 0.075 ZnO. Composition: Felspar 69.50 parts (by weight), Zettlitz kaolin 30.55, quartz 89.40, crystallized borax 95.50, dolomite 35.00, marble 16.20, zinc oxide 6.10; total, 342.24 parts.

(2) 2.20 SiO₂, 0.23 Al₂O₃, 0.40 B₂O₃, 0.40 CaO, 0.10 MgO, 0.40 Na₂O, 0.10 K₂O. Composition: Felspar 55.6 parts, Zettlitz kaolin 30.5, quartz 80.4, crystallized borax 76.5, calcined soda 21.2, dolomite 20.0, marble 28.4; total 312.5 parts.

(3) 2.02 SiO₂, 0.21 Al₂O₃, 0.40 B₂O₃, 0.40 CaO, 0.20 MgO, 0.30 Na₂O, 0.10 K₂O. Composition: Felspar 55.6 parts, Zettlitz kaolin 28.4, quartz 72.0, crystallized borax 76.4, calcined soda 10.6, dolomite 40.0, marble 16.8; total 299.8 parts.

(4) 2.52 SiO₂, 0.393 Al₂O₃, 0.482 B₂O₃, 0.339 CaO, 0.468 Na₂O, 0.193 K₂O. Composition: Felspar 102.3 parts, Zettlitz kaolin 51.6, quartz 57.7, crystallized borax 92.1, calcined soda 24.1, marble 33.9; total 361.7 parts.

(5) 2.447 SiO₂, 0.305 Al₂O₃, 0.438 B₂O₃, 0.399 CaO, 0.055 MgO, 0.145 K₂O, 0.401 Na₂O. Composition: Felspar 80.6 parts, Zettlitz kaolin 41.3, quartz 75.4, crystallized borax 83.7, calcined soda, 19.3, dolomite 11.0, marble 33.5; total 344.8 parts.

(6) 2.245 SiO₂, 0.292 Al₂O₃, 0.439 B₂O₃, 0.372 CaO, 0.112 MgO, 0.375 Na₂O, 0.141 K₂O. Composition: Felspar 78.4 parts, Zettlitz kaolin 39.0, quartz 65.8, crystallized borax 83.3, calcined soda 16.6, dolomite 22.4, marble 24.2; total 329.7 parts.

As can be seen from the Seger formulæ, the composition of the glazes—apart from the complete exclusion of lead oxide—does not differ from the ordinary standard for stone ware glazes. All the recipes fall within the limits of Pukall's type: $2-4 \text{ SaO}_2$; $0-0.5 \text{ B}_2\text{O}_3$, $0.1-0.4 \text{ R}_2\text{O}_3$; RO. The limit of 0.5 mol. of boric acid was not exceeded in any case, in spite of the entire absence of lead oxide. A remarkable feature is the high proportion of alumina. With the sole exception of No. 1, the RO consists exclusively of alkalis and alkaline earths in varying proportions. As already mentioned, the expensive ingredient tin oxide can be omitted without prejudice to the results.

The above glazes fused perfectly clear and transparent without any alteration of the fire management, the frequent powerful reducing stages caused by the construction of the kiln being quite sufficient to prevent, or destroy, the formation of a dull stratum of sulphates. Though the lustre of the glazes left nothing to be desired—especially Nos. 4 to 6—the intensity of the gloss could be clearly observed to vary according to the degree of reducing power of the gases. Notwithstanding the very high percentage of alkali in some of the glazes, they all fused without crazing, even on the highly aluminous sherds used, provided the latter had been sufficiently well baked beforehand. As in the case of plumbiferous stone ware glazes, so also with the leadless ones, the result of the biscuit firing of the ware is of considerable importance to the fusion of the glazes without crazing, and, in fact, is often more so than the constitution of the RO ingredients.

Again, not the slightest drawback could be discovered in the underglaze colors. Even in the most delicate shades the effect of the pigments was fully brought out, the pink, in particular, developing into an exceedingly powerful red.

As already mentioned above, all the glazes were relatively high in alumina. In the earlier experiments, glazes with a very high gloss were obtained, but they all exhibited the defect like tin glazes of more or less opacity, thus masking the underglaze colors. It was only by increasing the alumina, without otherwise altering the composition, that the milky opalescence could be eliminated and perfectly transparent glazes obtained.

It appears, therefore, that the success of leadless glaze, depends not so greatly on the molecular composition, but primarily on the method of firing alone. A comparison of the above glazes with those of Dr. Berge shows clearly that the composition may vary to a very considerable extent. And if the firing process be conducted with the necessary precautions, so as to produce a sufficiently powerful reducing stage at the beginning of the fusion process, there should be little trouble in overcoming any technical difficulties arising in practice, and in gradually abolishing the use of lead oxide in the stone ware industry.

GLASS EXPORT BOOM ASSURED.

A LARGELY-increased export trade in American glass of every description to Australia and the Australian archipelago is predicted by Essex R. Picot, an Australian manufacturers' representative, who completed a survey of the situation in Pittsburgh recently. Mr. Picot was aided in his investigation by the Foreign Trade Committee of the Chamber of Commerce, which is working vigorously to promote the export trade of that district.

During his stay in Pittsburgh Mr. Picot established connections and closed contracts with a number of manufacturers, although he was somewhat disappointed that the "war prices" show no signs of declining. He believes, however, that the American manufacturers have established a foothold in Australia already from which they will not be easily dislodged.

"Previous to the war practically no American glass was sold in Australia or any of the adjacent islands," he said. "The war shut off the supply from Europe, and now the American product is practically supplying the market; and it is a market which is certain to be largely increased in the new future. It will be a long time before the European manufacturers re-establish themselves on such a footing that they can supply their former trade, even if they could recover it without a struggle."

The headquarters of Mr. Picot's selling agency are in Sydney, with branches in all the large cities of Australia and New Zealand.

BUSINESS BRIEFS.

R. H. Macy & Co. have incorporated with a capital of \$9,500,000.

A. S. Elliott & Co. have been incorporated to manufacture electric and gas fixtures. Capital \$40,000.

John L. Lyttle has been appointed receiver for Alfio La Rosa, dealer in crockery at 240 Sullivan street.

N. Radus & Sons have been incorporated to deal in crockery, utensils and kitchen ware for restaurants, hotels, etc. Capital \$100,000.

The Colonial Decoration Corporation, Brooklyn; has been organized to decorate china, glass, wooden and metal ware. Capital, \$2,000.

A petition in bankruptcy has been filed against the Consolidated Doll Co., 132 West Twenty-seventh street, and Philip J. McCook has been appointed receiver. Liabilities are \$41,000 and assets \$20,000.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

It is estimated that there is enough business on file at the various potteries to insure operations for from two to three months. And still the orders continue to come in. Among those here recently placing new ones were P. G. Rinkin, for the Boston Store, Chicago; W. D. Gilmore, for Kaufman Straus Co., Louisville, Ky; Mr. Partridge, for the Dohrmann Commercial Co., San Francisco; Mr. Brown, for the Southern Crockery Co., Los Angeles; Joseph Bason, for Wise, Smith & Co., Hartford, Conn.

For several months the Federal Government has had representatives in the district whose purpose has been chiefly to ascertain to what extent lead poisoning is responsible for physical decline among workers in potteries. This survey is about completed, but before it is filed at Washington the findings are to be checked up by William Mushet, of Trenton, N. J., one of the officials of the National Brotherhood of Operatives connected with committees having the subject of sanitation and health under consideration.

Joseph Curry, salesman for the West End Pottery Co., spent a few days at the home office last week, and then started over his territory.

Kiln-placers at the Thompson Pottery Co. caused more or less annoyance to the firm last week by refusing to "wad" saggars they were placing in kilns. They claimed that inasmuch as some firms did not require wads to be placed between saggars, they did not see why others should.

Local pottery manufacturers are very much interested in the matter now being taken up at Washington to ascertain why imported ceramics should have a cheaper freight rate from the Pacific Coast eastward than that allowed on pottery made in this district and shipped to the Pacific Coast. Why such discrimination should be permitted is inexplicable. A similar state of

affairs existed several years ago, when European wares could be laid down in Western sections of this country at a cheaper rate than local merchandise.

On account of the suspension of operations at the plant of the Advance China Co., at Chicago Heights, Ill., a number of local pottery workers were left stranded there without funds to bring them home, according to reports received here. It is said that the pottery fired only a few kilns of ware before it decided to quit.

Refusing to comply with the rules in reference to workmanship, the operatives in a local pottery last week presented the management with a fortnight's quit notice. This is a new way of getting around calling a strike.

Pottery supply salesmen have started to show new designs for next year's decorations on dinnerware. In some instances the artist's water color sketches are shown, while in others the actual color press proofs are exhibited. They say that the demand for border patterns is very good, and that a number of the spray designs are also having an excellent sale. These editions will not be available until late in the fall, and are for lines to be made ready for early 1920 shipment.

Joseph Davis, salesman for the Knowles, Taylor & Knowles Co., has returned from a trip through New York State and New England territory.

There has been a decided increase in the volume of ware shipped by water from this point to the Southern markets. Cincinnati and Louisville dealers have been specifying water shipping, and it is possible that several large New Orleans shipments will be authorized from this district within the next few weeks.

Allen W. Surles, recently returned from long service overseas, has resumed his desk in the office of the

D. E. McNicol Pottery Co. He left here with a company of the Ohio National Guard as a lieutenant, and returned with the rank of adjutant.

There is work in the pottery trade for all who desire steady employment—six days per week.

George C. Thompson, of the Thompson Pottery Co., left last Saturday for Florida, where he will start the construction of a new home at Mt. Dora. He will be absent from the district for several weeks.

Operations at the plant of the Sterling China Co., Wellsville, are on a one hundred per cent basis. All kilns are being fired in rotation, and of late a number of additional items have been added to the line of vitrified hotel ware.

BOSTON BUSINESS NOTES.

THERE are no signs of dullness, present or to come, in the Boston market. One prominent member of the trade said this week that his concern was finding a much greater volume of business than he considered possible three months ago. Buying has doubtless been stimulated by the upward trend in prices, which prompts retail merchants to enlarge stocks in anticipation of further advances.

Dealers in lighting fixtures will see a sign of increased demand in the announcement of the Worcester Housing Corporation that it will start at once the construction of a hundred dwellings. It is believed that what is to be done in Worcester will have to be done in other communities. The demand for living accommodations must ultimately be met, regardless of the prevailing high cost of labor and material.

George W. Jordan, formerly traveling salesman for E. Swasey & Co., Portland, has been calling on old friends in the trade of Boston and has been given a warm welcome. He is now in the jewelry business at Kansas City, Mo., and is on a vacation trip to his old home.

W. E. Noyes, who made a host of friends while he was a buyer in the Boston market, and who is now connected with the W. T. Grant Co., has been on a trip of inspection among the company's stores in New England, following an extended visit in the South and West.

More than 2,000 employees of the Jordan-Marsh Co. attended the first entertainment and dance of the Good Fellowship Clubs this week. The organization

is a union of all the clubs of the store. President George W. Mitton and Vice-president W. F. Waters were among the guests.

Gardner Brewer, dealer in china and glassware, Burlington, Vt., has just returned from a six weeks' trip in the West examining investments of the Burlington bank in which he is a director.

George Stewart, of the Mitchell, Woodbury Co., has been added to the board of directors of the Hanover Trust Co., of Boston.

N. E. Ford, of the Charles F. Wing Co., New Bedford; Neil McColgan, of the J. F. Chalifoux Co., Lowell, and A. B. Hunt, Lebanon, were among recent visitors to the trade here.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending June 12, 1919.

| BORDEAUX | | |
|-----------------------|----------------|---------------------|
| Str. Chicago, June 5. | | |
| 10 packages | chinaware..... | Gimbel Bros |
| 3 " | toys..... | F B Vandegrift & Co |

| Str. West Elcasco, June 6. | | |
|----------------------------|----------------|------------------------|
| 254 packages | chinaware..... | Haviland & Co |
| 4 " | " | J Wanamaker |
| 6 " | " | Vogt & Dose |
| 116 " | " | Theodore Haviland & Co |
| 40 " | " | L Bernardaud & Co |
| 18 " | " | A G Moment |
| 35 " | " | Haviland & Abbot |
| 31 " | " | Wm Guerin & Co |
| 20 " | " | J Tharaud |
| 39 " | " | Herman C Kupper |

| LONDON | | |
|---------------------------|-----------|-------------|
| Str. Mississippi, June 6. | | |
| 6 packages | toys..... | J Wanamaker |

| GOTHENBURG | | |
|--------------------|------------------|-----------|
| Str. Bris, June 9. | | |
| 5 packages | earthenware..... | J H Venon |
| 5 " | chinaware..... | " " |

| HAVRE | | |
|-------------------------|----------------|-----------------|
| Str. La Savoie, June 9. | | |
| 3 packages | glassware..... | A Gredelue |
| 23 " | " | Brodsky & Sojak |

| FOWEY | | |
|-----------------------------|------------------|-------------------|
| Str. Tsuruga Maru, June 10. | | |
| 1605 packages | china clay | Moore & Munger |
| 4157 " | " | J Richardson & Co |
| 1637 " | " | Baring Bros & Co |
| 503 " | " | J B Moors & Co |

| Str. Carolyn, June 11. | | |
|------------------------|-----------------|------------------|
| 539 packages | china clay..... | Baring Bros & Co |
| 171 " | " | Morey & Co |
| 36 " | " | Luke Knowles |

LIVERPOOL

Str. Adriatic, June 10.

| | | |
|----|---------------------------|---------------------|
| 14 | packages earthenware..... | Meakin & Ridgway |
| 17 | " "..... | G F Bassett & Co |
| 5 | " "..... | L Straus & Sons |
| 69 | " "..... | Maddock & Miller |
| 6 | " "..... | H C Edmiston |
| 76 | " "..... | W S Pitcairn |
| 8 | " "..... | Butler Bros |
| 3 | " "..... | E Boote |
| 21 | " "..... | G W Sheldon & Co |
| 11 | " "..... | Guaranty Trust Co |
| 14 | " "..... | A J Fondeville & Co |
| 9 | " "..... | J Davison |

TAIYO TRADING CO. TO HOLD OUTING.

SATURDAY is going to be a big day for the employees of the Taiyo Trading Co. Elaborate plans have been made by M. Takagi, T. Fuse, and G. Nakayama, the committee in charge of arrangements, who have engaged a boat to take the party up the Hudson.

They will leave in the morning, and after a fine sail and an excellent luncheon will land at Bear Mountain, where the day will be spent in athletic games and other amusements planned by the committee.

The employees' families and sweethearts have been invited to go along, and it will undoubtedly prove an exceedingly enjoyable occasion.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- J P Carlson, hf, Carlson-Rolander Co, Worcester, Mass. Manhattan.
A H Baum, hf, M Goldenberg, Washington, D. C. Cumberland.
J Bason, c, Wise, Smith & Co, Hartford, Conn. 105 Grand.
R J Locker, t, B J Locker Co, Minneapolis. 108 West 43d.
J E Lewis, hf, Carson, Pirie, Scott & Co, Chicago. 404 Fourth ave.
A P Shannon, t, Bon Marche, Seattle. 225 Fifth ave.
J A Armstrong, hf, Hens & Kelly, Buffalo. 1133 Broadway.
F L Gavitt, c, g, H G Gavitt Co, Westerly, R I. Penn.
J M Postley, hf, Baltimore (Md) Bargain House. 354 Fourth ave.
L Schmeer, hf, t, McAlpin Co, Cincinnati. 23 East 29th.
G E Tichener, hf, Dills Bros & Co, Parkersburg, W Va. 1270 Broadway.
C Herman, hf, c, A Eisenberg, Baltimore. 105 Grand.

A J Hammond, hf, Hammond & Cook, Monticello, N Y. St James.

G Reinheimer, t, S Reinheimer Co, Philadelphia. Pennsylvania.

S H Blum, s, Cahn-Coblens Co, Baltimore. Pennsylvania.

A A Breton, hf, Shartenburg & Robinson Co, New Haven, Conn. 404 Fourth ave.

R M Dean, t, R H White Co, Boston. 470 Fourth ave.

G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

A HINT TO CREDIT MEN.

"JUST what to do with credit customers who habitually leave a balance unpaid each week, or month, perplexes many merchants," says the current bulletin of the New York Credit Men's Association. "Frequently," the bulletin continues, "this is the first sign that an account which heretofore has been profitable and in every way desirable has become 'risky' without apparent reason. So far as the merchant can see, there is no change in the customer's income or fixed expenses.

"The merchant's consent to carry a balance is readily obtained at first. Later, as the account grows beyond the former figures, due chiefly to an ever increasing left-over balance, the merchant uneasily wonders what to do.

"Fear of losing a customer masters fear of a loss of money, and, trusting to luck, the account drifts along, up and down in amount, for weeks and months. Just enough such accounts are eventually paid to mislead the merchants into carrying and bothering about many others which finally are lost.

"The remedy lies in the merchant's own hands. Don't let a prompt customer get the habit of leaving balances. Talk it over with him. Be tactful, but firm and insistent. Even lose his trade, if necessary. A change in habit of payment almost invariably means a change somewhere in the customer's circumstances. If you can't keep him paid up, let him go before the account gets beyond your control.

"Get a special credit report the first time your customer asks to leave a balance, and, with the facts before you, costly mistakes can be avoided."

HUN TOYS GO TO MEXICO.

IT is said that the consignment of German toys refused by Butler Bros. last October and sold by the Government recently to G. Frankel & Sons, of this city, have been passed on to Esaygo Hermanos & Co., of Mexico City and La Guerra, Mexico.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JUNE 12, 1919.

SHORTAGE OF CUTTERS.

THE cut glass industry is in a somewhat difficult position by reason of the shortage of cutters. During the war many were attracted to other industries that offered considerably more money than their own line paid, or perhaps ever would pay; and they haven't come back. It is estimated that less than half of those formerly employed are now actually working at the frames. Some factories closed during the war, and have not reopened; others discontinued altogether on account of labor and other conditions that made the outlook for the cut glass business at that time anything but an attractive proposition for the man who had his capital invested in the enterprise.

The present condition is naturally an advantage to the factories that are working, for, besides finding a ready market for their output, they are able to obtain better prices—not all "velvet" for them, however, for they have to pay their employees considerably more than before, while blanks and other materials are relatively higher-priced, thus cutting into their profits materially.

The greatest advantage brought about by the present condition, however, is the opportunity to put the business on a higher plane than it has been for several years. Cut glass was fast losing prestige on account of the inferior quality of goods that were dumped on the market in a desperate scramble for business. Prices were cut right and left, quality became a secondary consideration, and the ware was fast becoming looked

upon by the better class consumer as simply a commercial product with little artistic value.

There were exceptions among the manufacturers, of course—concerns which, despite conditions of the market, have never allowed their goods to drop below a certain standard. If the example set by these is followed by enough others it will not be long before the reputation of cut glass as something to be admired and desired is re-established.

PERSONAL.

A LOT of people in the trade will be glad to learn that David F. Magee, formerly buyer for Martin & Naylor, Gloversville, N. Y., has decided to return to his old calling. On June 16th he will assume charge of the china, glass and housefurnishing departments for Rose-Gorman-Rose, Inc., Kingston, N. Y. He has been out of the trade for the past two or three years, having given up his position with Martin & Naylor to try his hand at farming. Instead of seed catalogues, Mr. Magee will now be glad to peruse such as may be sent him containing information concerning the various new items that have been produced since he entered upon his bucolic adventure.



Abe H. Hays, New York representative of the Crooksville China Co. and other lines, left on Sunday for Boston, where he opened up at Young's Hotel on Monday for a several days' stay prior to making other points in New England.



Charles Ashbaugh, secretary of the West End Pottery Co., East Liverpool, was a visitor in New York the latter half of last week consulting with the Horace C. Gray Co.



Reuben Haley, vice-president and chief designer for the United States Glass Co., arrived in New York on Tuesday for a several days' visit to the New York office.



After making a brief visit to the Wedgwood plant in England, Kennard L. Wedgwood, the concern's American representative, sails for home next Saturday on the Baltic.



"Eddie" Hammond is the personification of dignity these days. It is now "Commodore" Hammond, if you please, for he became commander last Saturday of what is said to be one of the fastest speed boats in the water, for which he parted with a cheque the size of

which spoke well for the agency business. The craft (which is said do everything but fly), is being put in the finest possible shape at Stony Brook, L. I., for the Commodore and his party, who will spend their vacations there this summer.



Sergeant Harry Bortz, traveling representative for A. H. Heisey & Co. and the Camden City Glass Co. before entering the service, returned this week after a year spent in France.



John J. Brennan, an experienced salesman formerly with George Borgfeldt & Co., has been added to the Horace C. Gray Co.'s sales force, starting in with the concern on Monday of this week.



Leonard Stock, of Herman C. Kupper's traveling staff, returned on Monday after a three months' trip. He received a royal welcome from the toy buyers all along the line, who showed their appreciation of the merits of the Franco-American games by invariably placing good-sized orders.



Frank S. Warren, manager of the Royal Worcester department at Maddock & Miller's, sails next Monday on the Adriatic for England, where he will visit the various factories represented by the concern in this country. He expects to be away at least two months, and will probably be joined later by J. Meredith Miller, of the firm, before he returns.



Hugh C. Edmiston returned home on Monday after being in Europe for nearly two months visiting the factories he represents here.



John C. Fisher, traveler for A. Gredelue, who returned last week from a long Western trip, is on the trail again, having left on Monday for New England, where he will spend three weeks exploiting Baccarat glassware.



R. Haugh, export traffic manager for the United States Glass Co., spent last Thursday and Friday in New York on matters pertaining to his branch of the concern's business.



Charles H. Taylor, whose genial presence has been missed in the trade during his absence in Florida, returned to New York last Friday.



Norman C. Walker, of Meakin & Ridgway's sales force, returned from a prosperous trip through his territory last Friday. He brought back with him two wicked-looking bear-knives, which he calls "Kaiser

Kutters." He goes to Maine on his vacation the last week in June, and has asked all his friends to bear in mind (a great punster is Norman) that he is going after "some skins."



Horace C. Gray and Mrs. Gray motored to Atlantic City last week.



Herman C. Kupper returned to New York on Monday looking very much refreshed after spending two weeks in Canada, accompanied by Mrs. Kupper. While the trip was one of business and pleasure combined, the latter predominated, and Mr. Kupper managed to do some fishing—a sport about which he is very enthusiastic.



N. Masuba, assistant manager of the Chicago branch of the Taiyo Trading Co., arrived this week on a visit to the New York office. This is in keeping with the policy of the concern to have all the members of the staff connected with the Chicago salesroom visit the company's headquarters here occasionally.



J. W. French, of John Davison's sales staff, who is now in England on a visit to the factories represented here, sails for home on Saturday aboard the "Colonia."

CONCILIATION IN FOREIGN TRADE.

TO successfully develop American foreign trade an arrangement is necessary for setting the disputes which will invariably arise in all buying, especially during the first stage of establishing trade abroad. It is evident that there is now a most serious intention on the part of the American manufacturer to develop foreign trade on a large scale. It is equally evident that in the face of an open world competition a workable system of arbitration or conciliation is necessary in each of the foreign centers where goods are to be shipped.

The fundamental difficulty at present is that the manufacturer, as a rule, honestly believes the goods he ships are exactly according to the orders received. Likewise the average large foreign buyer honestly believes in his own judgment concerning the goods when they arrive. These honest opinions are often at variance.

To successfully reconcile opposite opinions on opposite sides of the ocean it is necessary to have some unified agency with offices on each side in which local influences and acquaintanceship can inspire confidence in the decisions. This agency might be operated as a special department of a large New York financial institution already having branches or offices in important foreign centers. This department should be so staffed

that the report of the foreign agent on the character of any given American shipment, on arrival at destination, will be considered authoritative and, above all, trustworthy.

Sales might be made under a standard clause something like: "All differences to be arbitrated and settled through the international adjusting agency." Such a clause might be stamped on the draft in a way to automatically bind both drawer and drawee, wherever and however negotiated.

A difference between buyer and seller may be (1) only financial, legal, and commercial, or (2) technical.

Financial, legal, and commercial differences may easily be arbitrated by some existing committee of the chamber of commerce or similar organization at the place of destination. The important point would be to have the adjusting agency represented on this committee, or at least be in a position to review the findings.

As to technical differences, each of the foreign agency branches should find in its locality some responsible expert in each line of merchandise whom it could call in on occasion and pay a fee to examine any given question. Generally speaking, a technical dispute would involve (a) a physical or chemical question as to the composition of the article; (b) a mechanical question, such as the adaptability of the article for the purpose intended. Disputes relating to the physical or chemical composition of the material could very easily be submitted to the public testing laboratory of the foreign government, and its decision, being purely one of facts, should be reasonably convincing to both parties. Disputes relating to adaptability must necessarily be settled by expert opinion, and the agency would call in the proper expert and obtain a written opinion, comprising a judicial explanation as to the compliance or non-compliance of the article with the terms of sale. This and all other findings should be subject to review by the agency, which should submit one copy with its indorsement to the local buyer and transmit one copy to the head office in New York for its indorsement and submission to seller.

At the foreign end it would be the business of the agency to cultivate the goodwill and confidence of all local buyers of American goods, so that its decision would be accepted on a friendly basis. Such buyers as would not willingly accept these decisions could be card-indexed for future reference. From the buyer's standpoint it would obviously be good business to keep in proper relations with the agency.

At the American end, the decisions received from the agency abroad would be passed on to the sellers, who would look favorably on them because of the personal chain of responsible endorsements—foreign expert, agency abroad, agency in New York, exporter, manufacturer, superintendent of works, individual packer and workman. Such sellers as might not be

satisfied with this arrangement would be card-indexed for guidance in any succeeding transactions.

WOOLWORTH'S HAS NEW PRESIDENT.

At a meeting of the directors on Wednesday, Hubert T. Parson was elected president of the F. W. Woolworth Co., to succeed the late F. W. Woolworth.

The new president was born in Toronto in 1872. He became associated with the Woolworth company in 1892, at which time the stores in the Woolworth chain totalled fourteen. In 1916 he was made vice-president and general manager.

Concerning the policy of the Woolworth company Mr. Parson said. "Our programme of expansion will be continued. We have 1,056 stores operating, seventeen of these having been opened this year. We also have thirty-two additional sites under lease, to be opened this year. Business in the first five months of 1919 showed a gain of \$5,800,000 over the corresponding period of 1918, and if the rate of gain is maintained during the balance of the year gross sales should reach \$120,000,000."

The three new directorships created at the last annual meeting were filled by the election of Arthur Sachs, of Goldman, Sachs & Co.; Walter Cook, of Buffalo, and R. W. Weber, manager of the company's San Francisco district. C. F. Valentine was elected secretary and treasurer. Other officers were re-elected.



FLOWER HOLDER BY THE CENTRAL GLASS WORKS.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

A close study of the entire list of propositions submitted by the various local unions for consideration at their convention scheduled to convene in Bellaire, O., early next month shows that an increase in wages of approximately eighty-five per cent is demanded. In the pressed department an advance of fifty per cent in wages and a reduction of twenty per cent in "moves" is requested—the latter meaning that the workers desire to lessen the number of items or pieces made during a certain working period. In addition to these there are miscellaneous increases totaling about another fifteen per cent. Never before have the workers made such heavy demands upon manufacturers.

Among buyers visiting the market recently were Messrs. Bow and Downs, representing the George H. Bowman Co., Cleveland; C. R. C. Brown, of the Sunshine Cut Glass Co., Cleveland; Carl Solomon, with George Borgfeldt & Co., New York.

John Kunzler, actuary of the Glass Association, has been taking his annual vacation, in accordance with his custom before the various conferences scheduled in July.

A number of additions are to be made to the lines of the New Martinsville Glass Mfg. Co. These are being worked up by Ira M. Clarke, who is now in charge of the factory, and will be ready to show the trade early in the fall.

While the fiscal year of the United States Glass Co. will close June 30, the annual meeting of the stockholders will not be held until August. Of late the stock of this company has been exceptionally active on the local exchange, selling a few days ago up to 40, the highest price in years.

With increased building activity throughout the country, the demand for lighting glassware shows quite

an improvement. Factories making these goods are now working on practically steady schedules.

Clyde Hartman left last Sunday for a trip through western York State for the United States Glass Co., while Walter Jones started over Middle West territory.

Glass factories making a specialty of utensils for poultry farms report the most active demand experienced in years. The syndicate stores have been heavy buyers of these lines this season, while some department stores have been featuring such equipment with success.

Buyers of glassware for local department stores are more than pleased with the current volume of retail sales. Trade with these departments has been good since April, and this condition is reflected in the volume of repeat orders glass manufacturers are receiving through this channel.

Flower vases are selling well, as expected at this season of the year. The entire line is in demand, including bud vases and handled flower baskets. Although department stores are the largest buyers of these lines, the higher class florists' shops have been among the good customers this season.

Glass manufacturers are giving some attention just now to the possibility of using a new lehr constructed along the lines of a continuous pottery kiln for tempering and annealing the finer grades of wares. It is said that the adoption of such a lehr would be likely to prove of great benefit.

The general line of the Cambridge (O.) Glass Co. is now being shown in this district by the Frank M. Milliken Co., Sandusky street. The new cut goods are very attractively displayed.

Glass manufacturers are very much interested in the reports from Washington that the new Congress

contemplates further changes in the tariff as additional protection to American industries. Our glass manufacturers are now being favored with an excellent export trade, and indications are that additional efforts will be made to increase this business in the future.

THE METROPOLITAN MUSEUM OF ART.

AN excellent indication of the march of events in these hectic days of grim struggle for the mastery of an ideal in human life is the spirit of usefulness demonstrated by the Metropolitan Museum of Art, an institution devoted to the maintenance of the arts of peace, and now doubly anxious that these arts be improved and propagated for the time after the new day has dawned when our readjustment existence and our millions of returning fighters will require that balance wheel of grace and beauty which a fine environment affords.

By those who have not considered the matter with adequate care it may be thought that museums of art are among those so-called non-essential factors of a quiet life, suddenly made unnecessary when men's minds temporarily turn to military methods for solving their problems. The museums, however, have shown that the German point of view of peace as only the interval between wars requires complete inversion to apply to American life and thought. War is the infrequent ugly interloper—a destroyer whose reappearance for many centuries the concluding peace of the present conflict will make impossible.

Believing that the era of progress which this war will certainly usher into the world will see an exceptional development in the various industrial arts branches, we are glad to record the step taken by the Metropolitan Museum in the salutary direction of affording an immediate coöperation and assistance to manufacturers of decorative art objects.

The Museum has established a department devoted specifically to the requirements of producers and dealers in industrial art objects, a department which will make every effort to render accessible the invaluable resources of the collections for the betterment of American design and craftsmanship. This office will be in charge of Richard F. Bach, of Columbia University, formerly one of the editors of "Good Furniture Magazine." Mr. Bach's experience in the field and especially his knowledge of the nature of the design problem as related to the requirements of manufacture and merchandizing will make it possible for manufacturers to obtain direct assistance, so that they may henceforth rest assured that there are no unmined treasures in the splendid Morgan and other collections to which they have not immediate access in terms of their own particular problems and re-

quirements. It is planned to make this departure on the part of the Museum directly useful to all designers and producers, dealers and manual craftsmen engaged in any way in connection with industrial art.

Those of us who have followed the development of the Metropolitan Museum of Art since its inception, or even during the last twenty years of its phenomenal growth, will see in this announcement one of the most important forward strides that could be taken in American industrial arts production.

We all recall the emergence of the public library from its fossil age of fifty years ago when it was a "collection of books." Today the library is one of the busiest centers in any village or city, a nucleus of information of inestimable value. So it is with the museums of the country. They, too, have gradually emancipated themselves from the earlier state of slavery to the unmitigated instinct of the collector.

proved in accordance with the needs of the time, comes

Nor is this an aspersion upon the public-spirited men who first saw their way clear to establish such collections. The collector's instinct is and must be at the base of all such undertakings, museums and libraries alike, for without it the fundamental impulse that brings them into being would be lacking. But the institution once established, it no longer suffices for it to keep on its smooth course of gathering and exhibiting, believing that people are bound to come. The inertia of the human mind is too serious an obstacle to this course. Like the library, the museum has found that the collecting instinct, unfit to resemble a hoarding instinct, and that to be a collection of objects ceases to be the real aim. Thus the service ideal presently takes its place beside that of the collector's original intention, and the museum objects are rendered useful by a thousand and one channels of real development in the factories and studios and salesrooms.

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Sales manager for Metropolitan District to represent well-known concern which has recently gone into manufacture of portable lamps. Furnish experience and acquaintance with the trade. Address A 222, this office.

SITUATIONS WANTED.

MAN of highest efficiency, with twenty years' practical experience as an importer and dealer in china, glass and house-furnishings; member of a well-known concern about to be discontinued; desires position as assistant with a good house or a place as traveling salesman with a reputable manufacturer. Unquestionable references. Address A 221, this office.



NEW YORK REPRESENTATIVE:

E. W. Hammond, 10 West 23d St.

PACIFIC COAST REPRESENTATIVES:

Himmelstern Bros., San Francisco, Cal.

FACTORY AND GENERAL OFFICES:

EAST LIVERPOOL, OHIO.

Continued from page 20.

This service ideal is given a real value in view of the gigantic struggle just ended in France, from which so much of our inspiration in this very field has regularly come, and therefore we are especially pleased to note that the Metropolitan Museum of Art has once more taken the leadership for the greater good of the community.

THE Clown Prince says he knows nothing about making pottery. Who ever supposed he did?

PERFECTLY DISGUISED.

A NEGRO doughboy was clad in white pajamas one night when the camp was surprised by German bombers. Everybody headed for his own dugout, and Sam had some distance to travel.

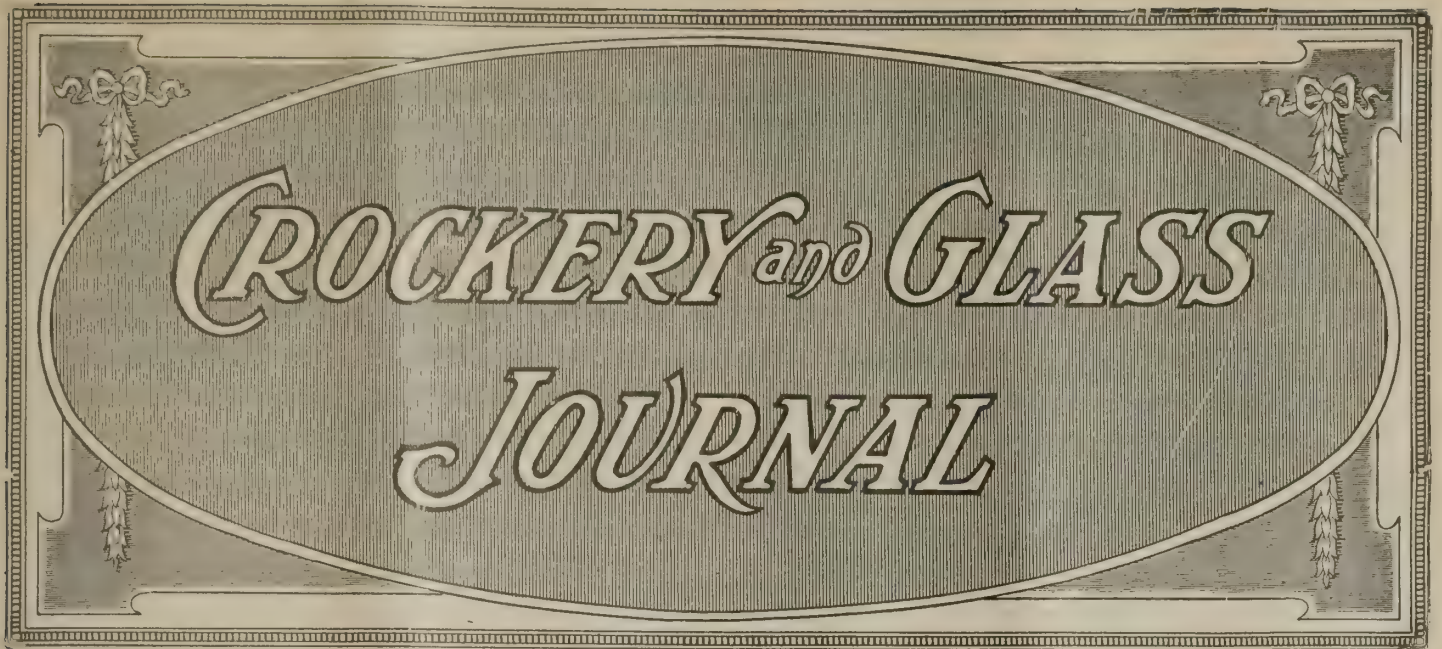
"What did you do?" he was asked the next morning.

"Easy!" he replied. "De good Lawd has gimme de bes' cammyfladge in de world. I drapped dem pajamies right whar I stood, an' made de res' o' de trip in my birfday clo'es."

Locations of Firms in the Downtown District.



| | | | | | |
|--|-----|---|-----|--|-----|
| Bassett, G. F. & Co., 72-74 Park Place.... | B 3 | Goetz, O., 43 Murray St..... | C 4 | Redon, M., 25 W. B'way..... | C 3 |
| Bernardaud, L., & Co., 46 Murray St..... | C 4 | Honesdale Decorating Co., 36 Murray St. | C 4 | Roessler & Hasslacher, 100 William St... | F 2 |
| Bonita Art Co., 50 Park Place | C 3 | Kupper, Herman C., 52 Murray St..... | C 4 | Straus, L., & Sons, 42-46 Warren St..... | C 4 |
| Davison, John, 14 Barclay Street..... | D 3 | Maddock & Miller, 54 Murray St..... | C 4 | Tarentum Glass Co., 25 W. B'way..... | C 3 |
| Dorfinger, C., & Sons, 36 Murray St.... | C 4 | Miller, Edward. & Co., 68-70 Park Place.. | C 4 | Tharaud, Justin, 25 W. B'way..... | C 3 |
| Duncan & Miller Glass Co., 92 W. B'way. | B 4 | | | Vogt & Dose, 65 Barclay St..... | B 3 |
| Drakenfeld, B. F. & Co., 50 Murray St.. | C 4 | | | Williamsburgh Flint Glass Co., 96 Park Pl. | A 3 |
| Friedlaender, Oscar C., 40 Murray St.... | C 4 | | | | |



NEW YORK, JUNE 19, 1919.

CONDITION OF TRADE.



New York The increasingly firm undertone in crockery, glassware and allied lines from week to week during these between-season months is a foundation upon which the wholesalers are amply justified in anticipating a phenomenal fall business. It has been a long while since fill-in orders have come with the frequency and size that they do at the present time. And when buyers from a great distance make extra trips on account of the urgent need of merchandise to tide them over until they place their fall orders there is only one conclusion to be arrived at, and that is that it reflects better basic conditions for the country, the natural result of which cannot fail of being improvement in the demand for all lines.

The result of the efforts of those representatives who are still on the road in the interest of the importing houses is indicative of a good retail distribution of imported wares. A continuous call for goods by mail is also gratifying. When the foreign factories are in a position to ship more promptly there is little doubt but that the importers will enjoy a most prosperous business, for, despite much higher prices, retailers realize that the goods must be had.

There is no let-up in the call for domestic dinnerware, according to reports from the New York representatives of the factories making these goods. Files show business booked several months in advance.

The glassware factories have notified their local representatives that they cannot guarantee prices after

September 1. The demands made by labor, to be settled at the conference with the workers in July, make the situation very uncertain. Should these demands be granted in even a modified form it will probably result in an advance in selling lists. In the meantime business is good—the buyers, in view of conditions, evidently anticipating their requirements as far ahead as possible.

The lamp business never enjoyed greater prosperity than it is experiencing right now—which is all the more gratifying since the demand is considerably in advance of the regular buying season. It is just a question of ability on the part of manufacturers to make deliveries.



East Liverpool and Vicinity The receipt of new business with manufacturing potters continues active. What the market will be following the joint wage conference between the manufacturers and workers no one can forecast; so to be on the safe side buyers are putting in all the orders they can now.



Pittsburgh and Vicinity Activity in the glass business is more marked now than at any time since early in the year. The demand is for practically all lines. Seasonable goods are in excellent request, blown and etched ware being especially active. Adjustment of labor differences in the building trades in some large

centers has made an improvement in the demand for lighting glass. Packers' lines are selling well, many of these glass plants working to the limit,

CLASSIFYING POTTERY PRODUCTS.

AMERICAN CERAMIC SOCIETY.
PITTSBURGH, PA., June, 10, 1919.

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR—Mr. Mayer, of New Brighton, Pa., has referred me to you for information upon the following subject: The Standards Committee of the American Ceramic Society desires to attempt a classification of pottery products, with the necessary standard definitions of each kind of ware. There is at present much confusion of terms. The same ware may be at different times denoted as porcelain, china, white ware, or something else. In America the term porcelain has been extended to include many products which are not considered as porcelain in European practice.

What we would like you to do, if possible, is to give us your ideas of how to get started at such an investigation, what criteria to use, what should be the deciding factors, and what is the probability of such an undertaking being carried out successfully.

Yours very truly,

F. A. KIRKPATRICK.

Chairman Sub-Committee on Nomenclature.

In the last analysis there are but two kinds of pottery—earthenware and china. Each of these is subdivided into a number of grades for convenience in classification or merchandising purposes.

China is that kind and quality that is semi-translucent and non-absorbent—that is, the body does not absorb ink or grease. Every country makes a different body and glaze. The French call their product porcelain; the Germans, whose product does not differ materially in composition and mode of manufacture, designate theirs as china. While the Japanese ware is called porcelain, it is regarded by dealers as only a little remote from glass, because of the excess of silicates in its composition. Their latest creation, however, is like English ware to a large extent, and is called white china.

Practically everything else is earthenware. But that again is subdivided, as in the case of china. For instance, majolica, which is earthenware pure and simple with a heavy glaze, would not be recognized in the trade if it were called anything else than majolica. Then there is a salt-glazed ware which is known by that name or as stoneware. The term semi-porcelain has been adopted for a class of ware which is hard-fired and partially vitrified. It distinguishes the ware from white granite and P. G. ware, and is a better grade than either of these two brands.

The word "crockery" is a generic term covering both earthenware and china in all their subdivisions, although sometimes employed to differentiate earthenware from china or porcelain. The word is used all over Europe, America, and, in fact, all English-speak-

ing countries. Before the adoption of the term "semi-porcelain" the word "crockery" was universally applied to the class of earthen dinnerware made in this country or imported from England, and to-day really dominates all other terms in this application.

The word "queensware" was also applied to earthenware dinner sets, and particularly to W. G. and P. G. ware.

"White ware" simply means that the ware is not decorated, and has no other significance.

Hotel china is in a class by itself. It is nearly vitrified, and comes very near being china; yet no dealer would call it china.

You would have a gigantic task if you undertook to revise trade terms that have been in use for nearly two centuries. You would have to start a campaign of educational advertising along different lines according to location. New England clings to "queensware" and "crockery." Also, to a certain extent, does Missouri and Tennessee. In other sections domestic dinnerware is known as "porcelain." Again, as long as foreign countries invoice their wares under their own particular designations it would seem almost impossible to get standard names for the different kinds.

We appreciate what you wish to do, and believe it would be a good thing; but from our knowledge of the potters here and abroad do not believe the matter would be given a moment's attention.

TO PREVENT SALE OF ENAMEL WARE.

A FEW weeks ago a bill was introduced into the Pennsylvania Legislature to prevent the sale of enamel ware, because it was claimed that when heat reached the point required in cooking the antimony in the enamel would melt. The trade was quite ignorant of its introduction until a buyer for a housefurnishings firm happened to read of it in one of the Pennsylvania papers. He cut the article out and sent it to the Republic Metal and Stamping Co., Canton, O., which immediately got in touch with all the firms in the trade in Pennsylvania. These quickly called a meeting and decided to protest. They sent their chemists before the House and Senate committees to prove that the statements in the bill were false, and one showed that if a piece of enamel ware and one of aluminum were placed together in an oven with a heat of 2,700 degrees for eleven seconds nothing would remain of the aluminum, while the enamel ware would be intact.

Robert H. Yarwood, buyer for Bowman & Co., Harrisburg, Pa., explained to the committee the usefulness of enamel ware, and stated that if the bill were passed it would be disastrous to both housewives and the trade, as it would put the former back thirty years to using tin and iron again, and would take the trade to other States.



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
 Tips to Dealers Looking for Ready
 Sellers.

THE store that is not carrying the "Chippendale" line made by the Central Glass Works is losing a money-making opportunity. There is an exclusive style about the goods that puts the ware in a class by itself and invariably takes with the consumer who is looking for something distinctive, yet modestly priced. Buyers should write for the concern's catalogue or see the line at the New York salesroom in the Albemarle Building, Twenty-fourth street and Broadway.

The Williamsburgh Flint Glass Co. is turning out an exceptionally good line of colored cane glass for making beads, hatpins, scarf pins, etc. There is an excellent selection of colors to choose from, including shades usually difficult to procure. Another interesting line being made by this factory is an assortment of opal towel bars for bathroom fixtures. The showing of inverted and Q gas and electric globes, lamp chimneys, lanterns and fish globes is maintained at its regular high standard. A complete display of its products is made at the company's New York showroom, 96 Park Place.

The United States Glass Co. has turned out what promises to be another winner, if one may judge from the present sales of the item. It is a line of nested mixing bowls in 5, 6, 7, 8, and 9 inch sizes in the concern's Murano clear white glass. They appeal immediately to the particular housekeeper, and it is said they move so rapidly that it is difficult for the stores that handle them to keep a stock on hand. The bowls are in a glazed finish, and the whiteness of the glass is so suggestive of cleanliness that they are simply irresistible. They may be seen at the concern's New York salesroom in the Albemarle Building, Twenty-fourth street and Broadway.

A new dinnerware design which has just made its appearance in the display from the Canonsburg Pottery at the salesroom of H. Benedikt, 22 West Twenty-second street, is sure of a place among the concern's

best sellers. On a very delicate yellow background is applied a black scroll in a border arrangement, and a heavy matt gold edge and handles add to its effectiveness.

A number of exceedingly tasteful new patterns are being shown from the Linoges China Co., Sebring, O., at the salesroom of Edward B. Dickinson, in the Fifth Avenue Building. The treatments are particularly well suited to the dainty "Puritan" shape. The quality of the ware is too well known to need comment.

An interesting assortment of goods is on display at the new showroom of Albert Brech, 101 East Sixteenth street, consisting of covered footed comports for jellies and bonbons, popular-priced salts and peppers, cut glass, art pottery, lamps, silver-plated ware and plastic statuary. There is a great variety of each, and it will be well worth any buyer's time to look over the exhibit.

The "Mary Outfit," consisting of tumbler cover and plate, one of the novelties brought out by the Japana Specialty Co., Grand Haven, Mich., is meeting with an excellent demand. The plate protects the furniture and the cover keeps the contents of the tumbler clean and sanitary. Besides which, when not in use the outfit makes a pretty ornament for the sideboard. Photographs, prices and other information may be had for the asking, or the item may be seen at the concern's local showroom on the eighth floor of the Bush Terminal Building.

E. Torlotting is displaying at his salesroom, 35 West Twenty-third street, the first new samples in "Gouda" ware to be received in considerably over a year. Among them are quaint high and low candlesticks in odd designs and coloring, comports, puff boxes, bonbons, lily bowls, and other receptacles for flowers, all employing the same unique style of treat-

ment and coloring that has made this charming Holland pottery so popular with the public.

Malone & Nicholson have acquired the New Martinsville Glass Mfg. Co.'s line for representation in the New York market and now have its complete assortment of samples on display at their showroom.

CHANGE IN POSTAGE.

POSTMASTERS will discontinue the sale of two-cent domestic postcards and of three cent stamped envelopes at the close of business on June 30, in accordance with the reversion of the two-cent domestic postal rate, and will exchange for such cards and envelopes postage stamps, postcards or stamped envelopes of other denominations or varieties in equivalent value. One month is allowed in which to make such exchange. Postcards or envelopes spoiled by printing or addressing may be redeemable only at postage value in the case of envelopes and seventy-five per cent of postage value as to cards.

Three-cent postage stamps cannot be redeemed under this ruling, but may be used in future mailings of all classes requiring stamps to the amount of three cents or more.

CONDITIONS IN JAPAN.

TOKYO, May 21, 1919.

Editor CROCKERY AND GLASS JOURNAL.

Since my arrival in Japan I have been kept very busy visiting around the factories located between here and Kobe. I have just got through a hurried trip, but expect to visit them all over again more thoroughly a little later on.

Everywhere in Japan all factories engaged in manufacturing merchandise for export are doing a wonderfully prosperous business on account of the shortage of imports from Europe, the other countries all seemingly looking toward Japanese goods as substitutes. Most of the American and European buyers came in rather late on account of possible hope of recovery of manufacturing in Europe; but eventually realizing the impossibility of securing desired articles they turned their attention to Japan. Consequently it is practically impossible to secure good hotel accommodations in the large cities. All of these buyers are purchasing right and left, in spite of considerably higher prices on account of scarcity of labor and advances in raw materials. The cause of the shortage of labor lies in the fact that a lot of new industries came into being during the war, and these workers won't come back to the old underpaid positions, as they are getting twice or thrice former earnings. In order to get skilled and even unskilled labor, factories are obliged to pay very high wages, and this has caused a great advance in the prices of export articles.

The wage scales being advanced, general trade for home consumption is getting better all the time, and

this phase of conditions has caused certain manufacturers to turn to this trade rather than that of articles for export.

Right after the embargo was lifted a number of buyers crowded into Japan, bought stocks on hand and cleaned up the market, taking advantage of the then low prices; but when they were ready to place future orders they found the figures enormously advanced, on account of the beforementioned reasons.

I think most of the American jobbers waited a little too long to stock up for the fall trade. But they are now buying all they can at the higher prices.

Fortunately, we expected a good coming trade and bought heavily on many lines, and will be able to meet all immediate demands.

Yours truly,

H. ICHIKAWA.

BOSTON BUSINESS NOTES.

BUSINESS continues good, with no indication of a falling off in demand. It is reliably reported that the china and glass departments of a number of the large stores are doing a trade in excess of last year. Such apprehension as is felt concerning the future relates to the possible difficulty in getting orders filled rather than to any prospective lack of them. What is said as to conditions in Boston applies with equal force to New England as a whole.

There is at present an excellent demand for cut glass, especially in the less expensive grades. Much of this is accounted for by the making of wedding presents—some of them rather belated because of the absence of the givers in France. Soldier coming home are making presents now to friends who were married months ago.

There are some indications that the building activity for which dealers in lighting glassware and fixtures have been waiting is about to commence. Work will soon begin on three modern office buildings to be erected in a single block on Washington street. In Worcester the demand for houses is so great that a second housing corporation which plans to erect scores of moderate-priced dwellings has been formed there. Among the demands for fixtures is that for lighting equipment for hospitals. There is a considerable amount of hospital construction in progress in New England cities.

Frank I. Peckham, of the F. W. Woolworth Co., is among recently-elected members of the Boston Chamber of Commerce.

Boston took a day off on Tuesday, Bunker Hill Day, and celebrated it in time-honored fashion.

Among recent incorporations is that of the E. A.

Runnels Co., Boston, to deal in toys and novelties; capital \$25,000; incorporators, William F. Herrigan and Thomas Stewart, of Newton, and Emily Shaltenbrand, of Natick.

E. J. Tucker, with Chase & Francis, left early this week for a ten days' trip in Connecticut and adjoining territory.

C. M. Raymond, one of the traveling representatives of the H. P. & H. F. Hunt Co., is on a two months' visit to the Pacific Coast, where he will be the guest of his son in Seattle, and will also visit other coast cities.

CHEMICAL WARE MEN ASK PROTECTION.

AMERICAN manufacturers of chemical glassware and porcelain are urging the Ways and Means Committee of Congress to levy a 60 per cent ad valorem tariff on imports, asserting that foreign competition, principally by the Japanese, threatens to destroy American production.

Labor costs in this country almost equal the selling price of the Japanese goods, according to John O'Brien, representing the Glass Workers' Union.

On behalf of the chemical porcelain manufacturers H. E. Coors said that it cost \$4.50 a day for common labor in Colorado to mine the clay, while the Japanese cost was 28 cents a day; in the factories the American average wage was \$3.48 a day for eight hours, against a Japanese average of 34 cents for eleven and a half hours. He estimated the labor difference at 1,500 per cent in favor of the Japanese.

BENEDIKT GETS GREAT WELCOME.

THE home-coming of William G. Benedikt, merchandise manager of the china, glass, lamp and house-furnishing departments of L. Bamberger & Co., Newark, N. J., who has been in Japan for several months on a buying trip, was made the occasion of a celebration by the buyers and employees under his supervision. When he entered his office on Tuesday morning he found it literally banked with flowers, the gift of the women employees in his department. Later he was requested to be in the auditorium of the establishment in the evening, and upon his arrival there received an ovation that was a flattering tribute to the affectionate regard in which he is held by the heads of the firm and the people with whom he is associated. After speeches by Edgar Bamberger and other members of the firm, as well as the buyers, it became just a big family

gathering at which everybody enjoyed themselves. A fine supper was served, after which dancing was indulged in up to a late hour.

OUTING OF TAIYO TRADING CO. EMPLOYEES.

THE summer outing of the Taiyo Trading Co. employees last Saturday was a success from start to finish. As the steamer "Zita Mai" swung away from the 129th street pier at ten o'clock on her trip up the river with eighty-five individuals aboard, consisting of the employees, their wives, families and sweethearts, the fun began, the orchestra providing such lively music for dancing that even J. Carl Underwood and Harry O. Phillips had to summon all the dignity at their command to make their feet behave.

After a delicious buffet luncheon the party landed at Croton Beach, just this side of Peekskill, and took part in the various games that had been arranged for, such as a thread-the-needle race, lantern race, wrestling match, hundred-yard dash, and other amusements. After these were finished dinner was served on board the boat, and a delightful moonlight sail was enjoyed back to New York. When the party landed, at ten o'clock in the evening, all were loud in praise of the wonderful time afforded by the concern's generosity.

FOR THE AMBITIOUS STENOGRAPHER.

BECAUSE stenography is admittedly the most direct route to acquiring the title of "private secretary" nearly every girl who takes up shorthand makes this coveted title the goal of her ambition. First, then, let us ask, What is a secretary? And, secondly, How may a stenographer become a secretary?

The word "secretary," which is derived from the Latin word "secretus," means a confidant, one entrusted with secrets. It follows, therefore, that a secretary must be a confidential clerk—one who can be implicitly trusted—says Mary Caldwell Hamilton in the "Evening Sun." A busy executive, in conversation with me, once designated his secretary as his "other brain." I think this correctly defines the requirements of a private secretary. She must be her employer's "other brain" or "other self," because, like the actor's understudy, she must often substitute for him.

A stenographer may, of course, be a very good stenographer and yet not bother about the things which contribute to the comfort and convenience of her employer. She may be a first-class amanuensis and yet not supplement her knowledge of shorthand and type-writing with a study of the details of the business.

But aside from her bare mechanical skill as a stenographer and typist such an individual has nothing to offer her employer, and as a result she must content herself with a salary of fifteen or twenty dollars a week. On the other hand, the girl who is ambitious to become the "second mind" of the president of the company educates herself to concentrate and think. She is full of business acumen, eager to grasp and absorb every available bit of information, and is possessed of an infinite capacity for details.

Not long ago a young woman asked me how she could best prepare herself for a secretarial position, and I told her to "train herself not only to be a good amanuensis, but to be generally helpful and willing at all times to relieve her superior of every possible detail."

If a girl is to be a real aid to a busy man of affairs she must not feel that her dignity is being trodden upon when she dusts her employer's desk and carefully arranges his papers. She must not take exception to his request for her to buy flowers for a debutante, or get tickets for his wife's theatre party. These errands may not partake strictly of business, but they all have to be attended to, and if she is to be a first-class secretary she cannot draw a hard and fast line between her office duties, as she views them, and her tasks as assigned by her employer—the things he has to have attended to. The cheerful secretary will attend to them, thus saving her employer's time for more important matters.

She must also study the art of receiving callers. This will require tact and diplomacy. Many a man's feelings have been ruffled by the hurried, brusque manner in which he was received by the private secretary. This, in turn, often reacts to the annoyance and detriment of the man in the inner office, especially if he is trying to put through an important deal. Then, too, the knack of politely disposing of the chronic time-wasting visitors whom your employer is too busy to see is an art in itself. Indeed, the matter of receiving and disposing of callers is of far greater importance than many aspiring stenographers think.

The position of private secretary is not easily obtainable, because usually it is the reward of years of apprenticeship. To the degree that a girl reaches out and assumes responsibility will she pave the way to a secretarial position. Merely to take dictation from the head of the office will not make her a secretary. In addition she must keep herself posted about all matters in which her employer is interested; she must relieve him of all minor details; she must be able to act for him in his absence, and she must feel that no task is too insignificant that relieves him of responsibility or adds to his convenience.

When a stenographer has thus trained herself she is pretty certain to be promoted in due time to the im-

portant post of private secretary and to be given an opportunity to prove herself a real secretary, according to the original meaning of the word.

DO YOU NEED A MAN?

THE Crockery Board of Trade has sent out the following:

NEW YORK, June 17.

DEAR SIR: Our best men went into the war; many of them are now coming out without jobs. It is said that high class men can always get jobs—if they look long enough. But the time spent in looking is economic waste. The Crockery Board of Trade of New York, one of the organizations helping the soldier get a job, is using its best efforts to bring the man and the job together quickly.

To this end the Crockery Board of Trade wishes to urge you to send all jobs for high class men, as well as for laborers, mechanics and clerks, to the Re-employment Bureau of New York City, 505 Pearl street, telephone Worth 9250. The men are there—engineers, "ad" writers, chemists, draftsmen, journalists, and many other well-educated and highly-trained technical and professional men.

Here is your opportunity, Mr. Employer, to build up your organization, to fill a gap here and there, to secure a much-needed expert, besides rewarding a well-deserving soldier, all without the necessity of searching the organization of your neighbor or bidding against him to take away the experts of his staff.

If you want high-calibre men, call Worth 9250, or write the Re-employment Bureau of New York City for Soldiers, Sailors and Marines, 505 Pearl street.

L. S. OWEN, Secretary.

Opportunities wanted for electrician helpers, bookkeepers, cost clerks, stenographers and typists, office clerks, receiving clerks, domestic and import shipping clerks, experienced packers, apprentices and learners, watchmen, porters, etc.

TO CLOSE SATURDAYS DURING SUMMER.

AT the request of one of its members the Crockery Board of Trade is circulating the petition printed below. When we went to press the signatures appended had been secured.

We, the undersigned, agree that our respective places of business shall remain closed on Saturdays from June 21 to August 30 inclusive.

| | |
|-------------------|------------------------|
| A Gredelue | Hugh C Edmiston |
| Herman C Kupper | Meakin & Ridgway |
| Alfred G Moment | Josiah Wedgwood & Sons |
| Haviland & Co | Theo Haviland & Co |
| John Davison, Inc | J H Venon, Inc |
| L Bernardaud & Co | J J Hines |
| Edward Boote | |

"THIS is an antique."

"Eh?"

"Adam period."

"Gee! That must be the oldest there is."

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Upon the authority of one of the best known pottery manufacturers in this district the statement is made that some plants here will be so crowded with orders by August 1 that it will be a question whether or not business received after that time can be shipped until late in the year. Already a few are working to capacity. Buyers who have been here during the past month, and realize just what conditions are, are very wisely anticipating the future by ordering to the limit. * *

It is possible that a number of the local potteries will give their employees a "breathing spell" from the evening of July 3 until the following Monday, but there will be no other suspension this season. * *

Visiting buyers report exceptional activity in their home markets, and state that the movement of both open stock dinner patterns and regular sets is more active this season than for several years, with the better class of goods in most demand. * *

At the regular monthly meeting of the Potters' Club, held in Pittsburgh late last week, there was considerable discussion of what the future might bring forth in the labor situation. The manufacturers have received a tip here and there as to what will be considered by the workers at their coming convention, but nothing official has yet developed. * *

The demand for the "Princess" dinner shape of the Smith-Phillips China Co. is stronger to-day than when it was first introduced. A number of new decorations have been added during the past six months, and are having an active movement in open stocks. * *

In view of the possible changes that may occur in the potters' working scales as a result of the coming joint wage conference there has been some discussion as to whether or not it would be policy to establish a

rule that on or after a certain date new business will be accepted only at prices prevailing at time of shipment. Such a provision was attached to orders accepted during the late war period, and worked very well. * *

Modelers continue to receive inquiries concerning new shapes for the 1920 trade. Over a dozen have so far been ordered by different manufacturers for early fall delivery. * *

Package manufacturers say that no possibility exists for a decline in the cost of their product this year. The wages of coopers are higher than formerly, and lumber and other materials entering into the construction of packages continue at former high levels. * *

The "Mayflower" dinner shape of the Edwin M. Knowles Co., with its long assortment of treatments, continues to be in great request among department stores. The new patterns shown early in the year are having a strong movement in open stocks. Construction of two additional decorating kilns is progressing rapidly at this plant, and when completed they will greatly help in satisfying the demand for the decorated ware of this concern. * *

The demand for hotel ware continues very active. Both white and decorated lines are in excellent request. * *

Among buyers visiting the market here recently were George F. Hankins, for the Foster China Co., Lexington, N. C.; Messrs Nash and Brown, for Marshall Field & Co., Chicago; Mr. Browning, for R. H. Macy, New York; Samuel Kominers, for Herman Strauss & Son, Louisville, Ky.; Messrs. Ryan and Anthony, for J. L. Hudson Co., Detroit; Harry Koll, for A. Hamburger & Co., Los Angeles. * *

A new wage scale for casting hotel china has been adopted by the joint committee representing the china

manufacturers and the National Brotherhood of Operative Potters, becoming operative the first full pay after June 12—that is, June 28. In the formation of the scale, Frank H. Hutchins, of Trenton, N. J., and Frederick Sutterlin, also of Trenton, the latter representing the manufacturers, worked together, both signing the agreement for their respective interests.

DIDN'T GET BY.

AN importer in our trade was recently offered a line of goods made in Spain. The proposition looked good, and inquiry was made to ascertain the manufacturer's reliability and ability to fill orders. The investigation revealed the facts that while the factory was in Spain, and some local material was used, the proprietor, the capital invested, most of the material and the majority of the workmen were German. And they hadn't sense enough to give the goods the appearance of Spanish wares. They were so very German in their characteristics that any well-informed buyer could spot them at a glance, notwithstanding the fact that in the negotiations the Spanish flag, coat of arms, and all that sort of thing, were played up for all they were worth.

AT CHICAGO.

OWING to the fact that higher prices are expected in the fall, buyers are showing a disposition to order ahead. The fear is spreading that it may not be possible to get these filled as promptly as the buyers would like, and they are waking up to the fact that the factory representatives' statement, "first come, first served" is not hot air, but a real truth.

Some large orders for premium cut glass have been placed during the past few weeks. The premium men want a low price, and are not particular about quality. Any pressed blank which is buzzed a little to make it look like cut glass will answer the purpose.

Harry Kelly, of Kelly & Reasner, visited the factory of the D. C. Jenkins Glass Co., Kokomo, Ind., last week.

Carl Hofeldt, traveler for Earl W. Newton and Associates, has returned from a road trip.

The Becker-Ryan Co., which operates the largest department store in Chicago outside of the down-town district, has purchased the property it has occupied so many years at the corner of Sixty-third and Halsted streets, and will completely remodel it, putting in an

entire new front on the Sixty-third street side. The management of the crockery, glassware and housefurnishings department, which will be enlarged, is under Charles Dennis.

William Oddie, of the main office of the Charles H. Bowman Co., Cleveland, recently visited the Chicago branch.

Efforts are being made to force the department stores of the down-town district to recognize the new union of employees. Pickets are patrolling the streets in front of the stores carrying signs urging people not to trade within. The police do not disturb the pickets as long as they do not talk to anybody.

B. H. Palmer, who travels out of the Chicago office of the United States Glass Co., is making a road trip.

H. H. Wilcox, formerly assistant buyer for Kuehl Bros., Mobile, Ala., passed through the city last week and took occasion to renew his old acquaintance among the salesmen.

Among buyers here recently were F. H. Pfeiffer, of the Pfeiffer Crockery Co., Peoria, Ill.; W. A. Skinner, Elgin, Ill.; Leo Arnstein, for Ed. Schuster & Co., Milwaukee; J. W. Nagel, for the Empire Department Store, Minneapolis; Max Schwartz, for the Golden Rule, St. Paul.

OBITUARY.

FREDERICK L. REITZ, vice-president of C. E. Wheelock & Co., Peoria, Ill., died June 12 at his home in that city after an illness of only two weeks. He was fifty years old. Mr. Reitz was born in Berlin, Germany. He came to this country with his family in 1881 and settled at Peoria, where he had ever since lived. His first employment was with B. F. Shelly & Co.; then after a short time with Miller Bros., crockery dealers. A little later he became connected with the Wheelocks, with whom he remained until the time of his death.

Mr. Reitz had an enviable reputation as a business man, and was prominent in social circles. He is survived by his wife and one married daughter.

The mother of Geo. F. Mackey, formerly a prominent French china salesman, having been employed by Chas. Ahrenfeldt & Son for twenty-two years, died June 12 in her ninety-first year. She was one of the Guion family, original Huguenot settlers in New Rochelle, N. Y., and was a native of that place. Her husband, George's father, died in New York just two years ago in his ninety-second year.

SALESMEN'S ASSOCIATION DOINGS.

L. S. Owen Succeeds Secretary O'Gorman. Fifteen New Members Elected. No Picnic This Year.

AT a meeting of the board of management of the Pottery, Glass and Brass Salesmen's Association on Friday last, L. S. Owen, secretary of the Crockery Board of Trade, was elected secretary of the association from July 1 to fill out the unexpired term of Secretary J. F. O'Gorman, whose resignation, tendered on February 11, becomes effective on that date.

After the board had voted unanimously on the motion of John Nixon that Mr. Owen be chosen as secretary the latter was escorted into the room by President Miller, advised of his election, and given a rousing reception. Mr. Owen accepted the honor in a pleasant little speech, explaining that his acceptance was, of course, subject to the approval of the Crockery Board of Trade.

As nearly all the members of the Board of Trade are also members of the association, they will undoubtedly welcome the choice and approve of the secretaryship being placed in such competent hands. As the offices of the Crockery Board and Mr. O'Gorman adjoin, the transfer will be easily made and the latter will be at Mr. Owen's call for any assistance he may need at the outset in routine matters.

Secretary O'Gorman reported the conversion of the May 15 interest on the association's Second Liberty Loan Bonds, amounting to \$225, into War Savings Stamps. The association's holdings of Government securities are now \$12,750—\$12,000 in Second Liberty Loan Bonds and \$750 in W. S. S.

The committee appointed to inquire into details regarding a summer outing reported that satisfactory arrangements could not be made for such an event to be held before July 1—the limit date given the committee. The cost of everything, including boat and refreshments, was prohibitive, and there was no absolute certainty about getting a boat. On this report it was unanimously voted to abandon the idea for this year.

Fifteen new members were elected at the meeting, bringing the total for the year up to seventy-three: Charles H. Baxter, with the Shepard Co., Providence, R. I.; Francis H. Ruhe, Jr., with Fensterer & Ruhe, New York; George Turner, Rudolph H. Soukup, Le Roy C. Larson and Grover C. Watkins, with Ira A. Jones Co., Chicago; Mortimer Goldstone, with E. M. Meder, Chicago; Garrett L. Price, with J. Seth Hopkins-Mansfield Co., Baltimore; Samuel N. Spence, with G. W. Robinson & Co., Hamilton, Canada; Charles J. Conley, with McKesson & Robbins, New York; William E. Swindell, of Swindell Bros., Baltimore; Gabriel Verneuil, with Edmondson Warrin, New York; Walter J. Bilger, with the Bradley & Hubbard Mfg. Co., Meriden, Conn.; Herbert Schulenburg, with Palm Bros.

Co., New York, and Hugh C. Edmiston, Jr., with Hugh C. Edmiston, New York.

The death claims of E. Chester Roberts and Joseph Burroughs were ordered paid.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending June 19, 1919.

LEGHORN

Str. Calabria, June 12.

25 packages earthenware.....P L Carbone

LIVERPOOL

Str. Lapland, June 12.

| | |
|-----------------------------|-----------------------|
| 7 packages earthenware..... | Maddock & Miller |
| 1 " "..... | Gilman Collamore & Co |
| 1 " "..... | L Straus & Sons |
| 10 " "..... | L A Consmitter |
| 4 " "..... | J Davison |
| 7 " "..... | W S Pitcairn |
| 66 " "..... | A C Fetterolf |
| 3 " "..... | E Boote |
| 6 " chinaware..... | W S Pitcairn |
| 4 " "..... | J Davison |
| 3 " glassware..... | Davis Collamore & Co |
| 2 " "..... | Meakin & Ridgway |
| 1 " "..... | Gilman Collamore & Co |

Str. Bardic, June 18.

| | |
|------------------------------|----------------------|
| 22 packages earthenware..... | Meakin & Ridgway |
| 7 " "..... | L Straus & Sons |
| 9 " "..... | Davis Collamore & Co |
| 2 " "..... | A J Fondeville & Co |
| 65 " "..... | E Boote |
| 41 " "..... | L A Consmitter |
| 10 " "..... | Alpers & Mott |
| 8 " "..... | J Davison |
| 8 " "..... | H C Edmiston |
| 1 " "..... | Lazarus & Rosenfeld |
| 2 " "..... | W H Plummer & Co |
| 7 " "..... | Maddock & Miller |
| 2 " "..... | Davis Collamore & Co |
| 9 " chinaware..... | Meakin & Ridgway |
| 8 " "..... | J Davison |

HAVRE

Str. Espagne, June 17.

| | |
|---------------------------|--------------------|
| 2 packages glassware..... | Snow's, Ltd |
| 7 " "..... | Frederics, Inc |
| 3 " toys..... | Selchow Righter |
| 10 " "..... | Geo Borgfeldt & Co |

MOGI, MOMONOI & CO. OUTING.

IT has been the custom in the past to make the annual summer outing of Mogi, Momonoi & Co. and their employees a week-end affair, going through the regular programme of athletics, games, dinner, etc., on Saturday, and permitting those who wished to enjoy Sunday as well in the country to remain over. This year the same policy will be followed, with the difference that the Fourth of July, the date set, falling on Friday they will have still another day in which to enjoy themselves at Karatsonyi's, Glenwood-on-the-Sound.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT.
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JUNE 19, 1919.

THE SILENT SALESMAN.

THAT in this day and generation there should be men who do not see the infinite possibilities of trade-paper advertising as one of the greatest aids in the maintenance and growth of their business is beyond comprehension. This is essentially an era of progress, and those who fail to keep pace with the times are losing ground—slowly, perhaps, but nevertheless very surely—because they are letting pass opportunities to use the trade paper as a potent factor in selling their goods.

That eminent authority, R. R. Shuman, head of one of the leading advertising agencies in this country, says: "The trade journal provides the audience, seats it, as it were, in a great hall to which its members have paid admission, puts their minds in an expectant, receptive, favorable attitude toward the manufacturer or wholesaler and his message, and then invites the latter to step out on the platform and make his talk."

Trade journal advertising opens the minds of retailers to the need of goods, and paves the way for an easy closing of sales by creating a preference for that particular line of china, glassware, lamps, housefurnishings, toys, or whatever it may be that is advertised.

Again quoting Mr. Shuman: "When a merchant glances through the advertising pages of his trade journal he is in effect walking up and down the aisles of a weekly business show. No one factor of modern mercantile life has a larger influence in deciding what goods shall be bought, when, and where, than the ad-

vertising pages of his trade journal. And just as exhibitors at a business show do not expect to book a very large volume of orders there, so the seasoned trade journal advertiser continues to advertise, in spite of the fact that he is not flooded with direct orders from merchants who at the same time mention where they saw his announcement."

Many times during the writer's personal experience has he heard the statement: "Advertising doesn't pay. Buyers come in, and we receive mail orders; but they never mention having seen the 'ad.'"

Of course they don't; but the advertisement is doing its work just the same.

PERSONAL.

ANNOUNCEMENT of the marriage, on December 18th last, of Lieut. Lawrence Kinet, formerly South American traveler and also in charge of the United States Glass Co.'s export department at the New York office, was received this week by Ed. Craig, local manager. The event took place in England, where he was stationed at the time, having been in service overseas for the last couple of years with the Royal Flying Corps, to which he was loaned by the American Government. The bride is Miss Henrietta Nass, of Valparaiso, Chile. Mr. Kinet has the distinction of being an ace, and has been awarded several decorations by the English and French governments for his bravery. The happy couple are due to arrive in New York this week, and are bound to be showered with congratulations from a host of friends of the bridegroom.



Paul Fueslein, the veteran salesman with the Horace C. Gray Co., is doing jury duty and attempting to sandwich in business between times.



C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., arrived in town last Friday and remained over until Tuesday of this week to consult with Frederick Skelton and attend to other matters pertaining to the company's business.



George Schiessler and Andrew Mitchell, formerly of the Pioneer Cut Glass Co., who are now operating a jobbing and retail business under the name of the Home Cut Glass and China Co., Carbondale, Pa., were in New York the latter part of last week placing orders.



Henry C. Fry, head of the H. C. Fry Glass Co., the man of perennial youth, was a visitor in New York

last week. As one of his friends remarked, the only fault there is to find with his visits here is that they are far too infrequent. He has a host of friends in the trade who are always glad to welcome him.



George Dougherty, commercial manager for the United States Glass Co., made a brief visit to New York last Saturday on special business.



W. H. Schaus, the well-known dealer of Springfield, O., is in town this week placing orders. He is accompanied by Oscar L. Martin, whom he brought along to introduce to the trade. The latter is familiarizing himself with the lines preparatory to taking over the business, which he will conduct under the name of the "Schaus China Shop."



Ira M. Clark, of the New Martinsville Glass Co., left for home Sunday after spending a week in the city.



Fernand Desmaison, with L. Bernardaud & Co., left last Saturday on a trip to Canada, where he will spend a week or ten days calling on the trade.



Henry Saul, of the Saul Mfg. Co., arrived home last Saturday pretty well tired out after completing a long Western tour. He says there is no rest for the wicked, however, and has come to the conclusion that he must be a bad one, for no sooner had he reached his home in Brooklyn than he received a summons to report for jury duty. So, instead of "loafing his soul" this week, he is a daily attendant at court.



Fred C. Brey, with B. F. Drakenfeld & Co., who was appointed a year ago a block captain by the Merchants' Association in a campaign to keep the streets free of unnecessary rubbish, has been very active during Clean-up Week, distributing circulars and making personal calls in the downtown district in the interest of the campaign, which closes on Saturday.



Philip Ghisi, formerly buyer for S. Nordlinger & Son, Los Angeles, is in New York this week placing orders for the establishment which he will soon open on his own account in the City of the Angels. He sails on Saturday for Italy to buy art goods in addition to china and glassware. He will also visit France and England before his return.



C. J. Nolan, after thirty-one years' service with the Libbey Glass Co., has resigned his managerial position to accept the vice-presidency and general man-

agership of the Modern Glass Co., which is building a new factory at Toledo, O. The company is to make caskets and other articles in glass and expects to start production by November 15. Mr. Nolan's resignation takes effect July 1.



S. C. Akehurst, London representative of the United States Glass Co., sailed for home on Monday after being in this country since March, during which he made a tour of the company's various plants.



L. A. Bishop, formerly advertising man for the Des Moines, Ia., "Register" and "Tribune," is now managing the retail china and glass department at Brinsmaid's new store in that city.



Miss Jennie Richardson, well known in the trade through her long association with the United States and Cambridge glass companies, was married on Wednesday to Maurice Hickey. The ceremony was attended only by the relatives and a few close friends, among the latter being Alex. Menzies and his daughter. The couple are now honeymooning at Old Point Comfort, and upon their return will reside in Brooklyn.



"Lou" Reizenstein, of Pittsburgh, is registered at the Claridge this week.



Lewis H. Bown, of the Buffalo Pottery, came to New York this week to meet his son, Wm. E., on the latter's return from France. The young man, who went over at his own expense and was assigned to the motor corps as a private, comes home a lieutenant in charge of a returning contingent.



Robert H. Yarwood, buyer for Bowman & Co., Harrisburg, Pa., arrived in town last Sunday to place orders. He is stopping at the "Hermitage."



A. Abrams, with Zuckerman & Liberman, returned on Monday after making what he terms a "clean-up" trip with his dinnerware line through the New England States.

HOTEL RESERVATIONS FOR BUYERS.

IN anticipation of the trouble buyers visiting this market may be put to on account of congested conditions in New York hotels, the International Buyers' Club has made arrangements to provide accommodations for visitors when notice is received beforehand. Buyers who wish to make sure of accommodations while in the city may communicate with Charles T. Hoskins,

International Buyers' Club, 132 West Forty-second street. Reservations will then be made for the buyer who takes advantage of the service. There is no charge made.

GERMAN DOLLS AND TOYS IN THE MARKET.

ALREADY German goods are making their way to this country, according to J. P. Edwards, head of the toy department of the Weinstock-Lubin Co., Sacramento, Cal.

"A German commercial traveler was here Thursday," said Edwards. "He approached his subject by asking if I thought German goods would soon be sold again in America. In response to a non-committal reply he volunteered that the goods already were in New York and that dolls and such articles, devoid of a German trademark, but made in Germany, could be had for lower prices than the domestic article."

Mr. Edwards said that another drummer, representing a Munich firm, told him that as soon as peace was signed his firm had goods made from new patterns ready for sale at a price that would defy competition and that he expected no difficulty in placing orders in a round-about way in this country.

With reference to the consignment of German toys refused by Butler Bros. last October and sold by the Government recently to G. Frankel & Sons, of this city, and said to have been shipped to Mexico and South America, Mr. Edwards said: "I am just as certain as it is humanly possible to be that not one pound of those goods has left the country, and that they are scattered over the United States. It is by such methods that the German is ready to gain entrance as soon as peace is signed."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- J Taylor, hf, F A Patrick Co, Duluth. 200 Fifth ave.
- F J Smith, c,g,l,hf, The Gilchrist Co, Boston. 200 Fifth ave.
- C R Stearns, t, L L Stearns & Sons, Williamsport, Pa. Holland House.
- J B Clough, hf, M E Smith Co, Omaha. 200 Fifth ave.
- P Schaeffer, hf, Adam, Meldrum & Anderson Co, Buffalo. 230 Fifth ave.
- H B Scofield, hf, C E Osgood & Co, Boston. Marie Antoinette.
- W E Emery, t, Emery D G Co, Danville, Ill. 277 Fifth ave.
- M Miller, hf, Miller-Martin Co, Springfield, O. Pennsylvania.
- E C Tarr, hf, E C Tarr Co, Boston. Marie Antoinette.

E A Ernst, c,t,hf, H & S Pogue Co, Cincinnati. 366 Fifth ave.

E Levy, s, Hillman's, Chicago. 277 Fifth ave.

C W Sprowls, hf, J Shillito Co, Cincinnati. 432 Fourth ave.

M Winkler, hf, Lipman, Wolf & Co, Portland, Ore. 1125 Broadway.

C Capps, l, J L Brandeis & Sons, Omaha. 1261 Broadway.

M Alperin, c, g, The Fair, Memphis. 1161 Fifth ave.

I E Fronani, hf,c,g, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

C H Shuster, t, Marshall Field & Co, Chicago. 1107 Broadway.

J Kraus, s,g, Albert Pick & Co, Chicago. Commodore.
Mr Megeham, c,hf, t, The Famous, McKeesport, Pa. 37 West 26th.

W B Stanton, t, Stewart & Co, Baltimore. 2 West 37th.

S L Beck, t,g, Baltimore Bargain House. 354 Fourth ave.

W H Anderson, hf, S Grumbacher & Sons, York, Pa. 37 West 26th.

WORKERS TO ENJOY THEMSELVES.

FOLLOWING is the programme of the extraneous events connected with the convention of the American Flint Glassworkers' Union at Bellaire, O.:

Monday, June 30—Parade.

Evening of June 30—Smoker.

Wednesday, July 2—Auto ride and supper at Epworth Park.

Thursday, July 3—Open.

Saturday, July 5—Sports at ball park.

Sunday, July 6—Outing at the Jungles, south of Shadyside.

Tuesday, July 8—"Gazaam" night.

Wednesday, July 9—Athletic events.

Friday evening, July 11—Farewell dance.

NO REPEAL OF LUXURY TAX.

A MEETING of the Crockery Board of Trade was held on Wednesday afternoon to hear a report on the luxury tax from David Walker, of Morimura Bros., who went to Washington to see what could be done regarding the repeal of sections 902 and 904.

Mr. Walker said that the sentiment in Congress among both Republicans and Democrats was against the repeal in the ratio of four to one. He also found that Daniel C. Roper, chairman of the Internal Revenue Committee, was interpreting the luxury tax provisions to suit himself, completely ignoring the Customs law, much of whose phraseology is similar to the new law. But Mr. Roper reads it in his own way.

After some debate the Crockery Board of Trade instructed its committee on such matters, of which Thomas J. Doherty is chairman, to arrange for an interview with the Secretary of the Treasury, who is the only one who can decide the points involved.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity During the summer shut-down of the glass factories, which will begin a week from next Saturday, their owners will make many improvements in the manufacturing departments looking to an increased capacity. A number of sales managers hold the view that the fall demand for all lines of glassware will be very heavy. Buyers visiting this market tell of excellent business conditions in their home districts, and are giving large orders for future shipment.

Some talk is heard of the formation of a sales company here to handle a number of non-conflicting lines of glassware, lamps, pottery and housefurnishing goods.

Ramon Lomelin, resident agent in Mexico City for the United States Glass Co., has returned to the home office after spending the past nine months in Mexico. He says that business conditions in that country are gradually improving, and that the general demand for all lines of American merchandise is better now than ever in the history of that country. Mr. Lomelin will remain here indefinitely.

One of the surprises in the glass trade during the past fortnight is the manner in which the demand for certain lines of ware is continuing in some of the "dry" States. Where it was expected that the elimination of the bar lines would cut a deep hole in business nothing of the kind has occurred.

Harry Koll, of the Hambnrger store at Los Angeles, was here the latter part of last week, coming from the East Liverpool district, where he spent several days.

Harry A. Ross, manager of sales for the Pittsburgh Lamp, Brass and Glass Co., has returned to the home office after a swing around the Eastern territory conferring with the resident agents of the concern.

Business with the company is good, all factories working full time.

Henry C. Fry, of the Fry Glass Co., Rochester, Pa., and Reuben Haley, assistant to the president of the United States Glass Co., are spending the summer season in their cottages at Chautauqua, N. Y.

Quite a lot of orders are being received by manufacturers for all sizes of water jugs. The demand is much greater this season than a year ago.

Many factory workers who were in the army or navy and have returned from overseas have resumed their former places in the shops, and more are expected. There seems to be employment for all who desire it.

George Dougherty, salesmanager of the United States Glass Co., is back at his desk after making a trip to some of the factories.

Several of the large Western tea and coffee concerns have been making inquiries for merchandise for fall delivery. One, a carlot buyer of glassware for premium purposes, has forwarded some very liberal specifications with the request that deliveries be made as soon as possible.

Realizing that the market may advance after the new wage scale has been agreed upon, buyers have already started to anticipate their future requirements, especially for fall delivery.

Blanks for cutting are in very good demand. The majority of cutting shops are working better now than for many months.

It is likely that after the glassworkers' convention at Bellaire, O., next month the several hundred propositions submitted to the manufacturers as changes in the next wage scale will be reduced to a limited number

of concrete demands. Where a dozen or more changes are sought in one department, these finally may be reduced to a possible five or six.

The remarkable number of new soft drink places being opened has created a demand for ware of even better quality than that which was commonly sold for bar service.

Portables are selling well. Electric light companies have been large buyers of late. In some districts active campaigns are being carried on by these corporations to boost the sale of current.

There is quite a demand for American-made glassware in the Canary Islands, and lines are wanted by one of the largest distributing agencies there. The same concern is also interested in handling American-made pottery.

Hubert T. Parson, the recently-elected president of the F. W. Woolworth Co., is well known among glass manufacturers in this district, and also by the pottery manufacturers of East Liverpool. The company has recently extended its holdings in this city, having taken the entire first floor of the Pittsburgh Life Insurance building at Federal street and Liberty avenue.

Increased activity in the automobile industry and the opening of automobile accessories departments in a number of department stores have created a lot of new business for manufacturers of lenses, a number of new designs of which have been placed on the market during the last few months.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Sales manager for Metropolitan District to represent well-known concern which has recently gone into manufacture of portable lamps. Furnish experience and acquaintance with the trade. Address A 222, this office.

SITUATIONS WANTED.

MAN of highest efficiency, with twenty years' practical experience as an importer and dealer in china, glass and house-furnishings; member of a well-known concern about to be discontinued; desires position as assistant with a good house or a place as traveling salesman with a reputable manufacturer. Unquestionable references. Address A 221, this office.



WANTED, a representative line of Glassware, Pottery, or Mahogany Lamps and Silk Shades. Commission basis. SIDNEY N. SCHARFF & CO., Manufacturers' Agents, Suite 804 Victoria Building, ST. LOUIS, MO.

BUYERS' GUIDE.

How to Reach Up-town and Down-town Districts.

TRANSIT LINES:

| | |
|-------------------------|------------------------|
| A—Second Ave. Elevated. | 1—Second Ave. Surface. |
| B—Third " " | 2—Third " " |
| C—Sixth " " | 3—Madison " " |
| D—Ninth " " | 4—Lexington " " |
| E—East Side Subway. | 5—Broadway " " |
| F—West " " | 6—Seventh Ave. " " |
| G—Broadway " " | 7—Ninth " " |

Numbers and letters after each firm correspond to numbers and letters before the transit line. Example—to reach Armor Bronze Co., take 5, which corresponds to the Broadway Surface, or E, which denotes the East Side Subway.

UPTOWN.

| | | |
|---|-----|-----|
| Armor Bronze Co., 236 Fifth Ave..... | 5 | E |
| Boote, Edward, 35-37 West 23d..... | 5 | G C |
| Bonita Art Co., 1140 Broadway..... | 5 | G |
| Bryce Bros. Co., 240 Fifth Ave..... | 5 | G E |
| Bing, Ferdinand, & Co., 67-69 Irving Place..... | 2 3 | B E |
| Benedikt, H., 7 West 22d..... | 5 | G C |
| Bradley & Hubbard Mfg. Co., Fifth Avenue Building..... | 5 | G C |
| Cambridge Glass Co., 49 West 23d..... | 5 | G C |
| Dickar Corporation, 625 Broadway..... | 5 | G C |
| Economy Tumbler Co., 2 West 23d..... | 5 | G C |
| French China Co., 874 Broadway..... | 5 | G C |
| Fondeville, A. J., & Co., 9-11 East 16th..... | 5 | G |
| Fostoria Glass Co., 141-147 Fifth Ave..... | 5 | G C |
| Guernseyware, 16 West 23d..... | 5 | G C |
| Gredelue, A., 129 Fifth Ave..... | 5 | G |
| Gillinder & Sons, 224 Fifth Ave..... | 5 | E 3 |
| Guerin, W., & Co., 43-47 West 23d..... | 5 | G C |
| Gray, Horace C., Co., Fifth Avenue Building..... | 5 | G C |
| Haviland & Co., 11 East 36th..... | 5 | G 6 |
| Haviland & Abbot Co., 95 Madison Ave., corner 29th..... | E 3 | B |
| Irwin, D. King, Fifth Avenue Building..... | 5 | G C |
| Jones, Thos. G., Fifth Avenue Building..... | 5 | G C |
| Lancaster Glass Co., Fifth Avenue Building..... | 5 | G C |
| Morimura Bros., 53-57 West 23d..... | 5 | G C |
| Manhattan Brass Co., 332 East 28th..... | 1 | A |
| Mogi, Momonoi & Co., 105-107 East 16th..... | 3 | B |
| McKenna Bros. Sales Corp., 1271 Broadway, corner 32d..... | 5 | C G |
| Northwood, H., & Co., 19 Madison Ave..... | E 3 | B |
| Noe, Wm. R. & Son, 53-55 West 21st..... | 5 | G C |
| Phoenix Glass Co., 230 Fifth Avenue..... | 5 | G |
| Pairpoint Corporation, 43 West 23d..... | 5 | G C |
| Plume & Atwood Mfg. Co., 30 East 42d..... | 5 6 | G C |
| Pitcairn, Wm. S. Corp., 104 Fifth Avenue..... | 5 | G |
| Roseville Pottery, 621 Fifth Avenue, corner 50th..... | E | C 5 |
| Salem China Co., 10 West 23d..... | 5 | G C |
| Straub, P. S., & Co., 105-107 Fifth Avenue..... | 5 | G |
| Saxon China Co., 874 Broadway..... | 5 | G |
| Taiyo Trading Co., 101 Fifth Avenue..... | 5 | |
| United States Glass Co., Broadway and 24th..... | 5 | G |
| Venon, J. H., 104 Fifth Avenue..... | 5 | |
| Wedgwood, Kennard L., 133 Fifth Avenue..... | 5 | G |
| Witte, Henry, 7 West 24th..... | 5 | G C |

DOWNTOWN.

| | | |
|---|-----|-----|
| Bassett, G. F., & Co., 72-74 Park Place..... | C 7 | F |
| Bernardaud, L., & Co., 46 Murray..... | C 7 | 5 |
| Dorflinger, C., & Sons, 36 Murray..... | C 7 | 5 |
| Drakenfeld, B. F., & Co., 50 Murray..... | C 7 | 5 |
| Davison, John, 14 Barclay..... | 5 | G |
| Kupper, Herman C., 52-54 Murray..... | C 7 | F |
| Maddock & Miller, 54 Murray..... | C 7 | F |
| Miller, Edw., & Co., 68-70 Park Place..... | 5 | G C |
| La Porcelaine Limousine, 25 West Broadway..... | D 7 | F |
| Roessler & Hasslachher Chemical Co., 100 William..... | 5 | G C |
| Slimmon, R., & Co., 96-102 Church..... | 5 | C G |
| Straus, L., & Sons, 42-46 Warren..... | 5 | 7 F |
| Tharaud, Justin, 25 West Broadway..... | D 7 | F |
| Vogt & Dese, 65 Barclay..... | 5 | G C |
| Goetz, Otto, 43 Murray..... | C 7 | F |

— THE —
Homer Laughlin China Co.

East Liverpool, Ohio.

Newell, W. Va.

BUSINESS BRIEFS.

The Glass Ornament Co. has been incorporated in Brooklyn with a capital of \$50,000 to manufacture glass-ware, jewelry and pottery.

* *

H. Schwartz & Co., capital \$25,000, have incorporated to do a general business in woodenware, hardware and household furnishings.

* *

Glynn Bros., who have been in business for thirty-

five years at Flint, Mich., have sold out to McLogan & Austin, who have stores at Battle Creek. The Flint store will be continued under the name of "The China Closet," with William C. Glynn remaining in charge of the china department.

* *

George J. Brown, for many years manager of the chinaware department of Rudge & Guenzel, Lincoln, Neb., and O. M. Parke, manager of the S. S. Kresge store in that city, have organized the Parke-Brown Co. with a capital of \$50,000, and will open a five to fifty cent store there about July 15.

Locations of Firms in the Downtown District.



| | | | | | |
|--|-----|---|-----|--|-----|
| Bassett, G. F. & Co., 72-74 Park Place.... | B 3 | Goetz, O., 43 Murray St..... | C 4 | Redon, M., 25 W. B'way..... | C 3 |
| Bernardaud, L., & Co., 46 Murray St.... | C 4 | Honesdale Decorating Co., 36 Murray St. | C 4 | Roessler & Hasslacher, 100 William St... | F 2 |
| Bonita Art Co., 50 Park Place | C 3 | Kupper, Herman C., 52 Murray St..... | C 4 | Straus, L., & Sons, 42-46 Warren St..... | C 4 |
| Davison, John, 14 Barclay Street..... | D 3 | Maddock & Miller, 54 Murray St..... | C 4 | Tarentum Glass Co., 25 W. B'way..... | C 3 |
| Dorflinger, C., & Sons, 36 Murray St.... | C 4 | Miller, Edward, & Co., 68-70 Park Place.. | C 4 | Tharaud, Justin, 25 W. B'way..... | C 3 |
| Duncan & Miller Glass Co., 92 W. B'way. | B 4 | | | Vogt & Dose, 65 Barclay St..... | B 3 |
| Drakenfeld, B. F. & Co., 50 Murray St.. | C 4 | | | Williamsburgh Flint Glass Co., 96 Park Pl. | A 3 |
| Friedlaender, Oscar O., 40 Murray St.... | C 4 | | | | |

CROCKERY and GLASS JOURNAL

NEW YORK, JUNE 26, 1919.

CONDITION OF TRADE.



Our prediction, early in the spring, that **New York** there would be good business all summer is being amply verified. There probably has never been a summer season when trade, both wholesale and retail, has been so good; and the fall buying, which of late years has not started until August, bids fair to go back to old times and begin in early July. Many buyers are already in the market for domestic goods, and our reports from the Western crockery and glass sections are that there were never so many buyers there as early as this year. They are alive to the fact that there is to be a big fall business, and also that there may be an increase in prices if the workmen demand a raise in wages at their coming convention, and are putting in orders accordingly.

The demand for domestic crockery is far in excess of the supply, and yet the output is considerably greater than it was last year, despite the elimination of the Government as a buyer. It is pleasing to add right here that not only is the output greater, but the ware is coming through much better than a year ago.

Importers of English wares are getting many orders for both earthenware and china. Returning travelers say that manufacturing conditions in England have not improved since the armistice, the potters being short of coal and materials. England has not demobilized as we have, and the labor question there is still acute. But there is one good feature: The production of high grade china is improving; and as the demand is grow-

ing here the fact that it is available gladdens the hearts of the importers.

There is slight change to be noted in the French situation. A little more coal is to be had, but the transportation problem still faces the potters. However, a better condition is looked for very soon.

Japanese china is in good request, and the importers who carry stocks report a big business.

June is usually rather a quiet month in the glass trade. Not so this year. Business is big and the market is broad, covering nearly every item, not excepting bar goods. Prices are evidently going to be higher.

Cut glass is in active demand, with a shortage of blanks, and cutters hard to get. As one buyer put it: "Chaos reigns in the cut glass business."

Retail business is good all over the country, and getting better every day. The calls for money for war loans and the various charities are nothing now compared with a few months ago, and the people are buying. One of the big department stores of this city, which runs many open stock patterns from a big domestic pottery, and places orders for a thousand sets at a time, reported last week that it did not have a single set from that pottery in stock, and had to wire: "Won't you please send some sets by express?"

Pittsburgh and Vicinity

Business is on the boom. In many instances salesmanagers report the receipt of new orders in excess of production, and efforts to increase capacity are being made. While all lines share in the increased movement, blown and stemware is in heaviest demand. New business is now being accepted at present prices only up to September 1.

East Liverpool and Vicinity

Orders are coming in with a rush, in some instances already taxing the capacity of the potteries. These are working on better schedules now, although here and there a scarcity of certain kinds of workers is reported. Very little traveling will be done by salesmen during the balance of the year. The mountain does not need to go to Mahomet.

OUR SILVERWARE IN DEMAND ABROAD.

DURING the past month, according to a report from the silverware section of the Bush Terminal Sales Building, buying for export to the four quarters of the globe has shown up unusually well. Sales have been made to representatives of firms in Cape Town, South Africa; Auckland and Christ Church, New Zealand; Batavia, Java; Patras, Greece; Montreal, Toronto, and Winnipeg, Canada; Calcutta, India; and various cities in South America and the West Indies.

One of the local buyers was especially interested in finding a reproduction of silver to match period furniture.

HONESDALE NOTES.

THE old-established cut glass firm of Krantz & Sell has dissolved partnership, John E. Krantz retiring. G. William Sell will continue the business, taking into partnership Walter Fritz, a brother-in-law. The firm was organized August 1, 1898, by Mr. Krantz and the late John H. Smith. On March 1 of the following year Mr. Sell was admitted, and it was known as Krantz, Smith & Co. until Mr. Smith's death, about ten years ago. John E. Krantz has made no announcement as to his future plans.

Royal Reichenbacker, for ten years bookkeeper for the Irving Cut Glass Co., formed a partnership with his brother Charles and located at Aldenville. Their plant was in readiness for a big rush of orders, when it took fire and burned to the ground, entailing a loss

of about \$4,000. Insurance to the amount of \$2,000 was carried. The firm is now temporarily located in the old Creamery Building, where operations will be carried on until a new factory can be built on the site of the burned one.

* *

Albert R. Krantz, just returned from overseas duty, a son of John E. Krantz, has become a member of the Wayne Engineering Co.

JAPAN'S SALES OF TOYS.

WHILE in the Province of Ontario, Canada, American-made toys are preferred to those of European or Asiatic manufacture, Consul Felix S. S. Johnson, who is stationed at Kingston, reports that no department of Oriental industry has made such progress in developing a Canadian market as has the Japanese toy trade. In citing this fact he quotes at length from a Japanese magazine, which endeavors to show how the war has transferred the toy market of the world from Europe to the Far East, or more particularly from Germany to Japan.

After outlining the kinds of Japanese toys that were exported four years ago, and showing the increase in value of these exports in 1918 over those of 1917 to be about \$800,000, the quoted article says in part:

"One might have supposed that, owing to the cheapness of labor in Japan, it long ago would have become the largest source of supply for the toy trade; but until the shutting off of the German supply the toy-makers of Nippon have never attempted seriously to enter the foreign markets. Present increase in exportation is due wholly to efforts of Government authorities to find markets for Japanese toys in foreign markets.

"Officials in the Department of Foreign Trade saw that great possibilities lay in the toy business and stimulated the manufacturers in every possible manner. They supplied samples from all parts of the toy-making world, most of which have been successfully imitated. In addition, the workmanship which is peculiar to Japan has been encouraged and improved. The largest export has been sent to America, amounting in value last year to \$1,216,030. Great Britain comes next, taking a total value of \$659,462 in 1917. The value of exports to British India and the Straits Settlements was \$457,485, and to Australia \$447,664.

"Japanese toymakers have risen to their opportunity with remarkable promptitude and efficiency. In another year they will meet the demands of the Western markets, which they cannot wholly supply at present. In 1907 the extent of exportation of toys from Japan was only \$394,904; in 1917, as stated above, it

exceeded \$4,200,000—ten times what it was ten years ago.

"In addition to common toys made from earthenware, wood, and cotton, the Japanese now fashion them from rubber, metal, and celluloid. They are especially apt in mechanical toys. Some complaints have been received as to the comparative frailty of Japanese-made toys. Every attention has been paid to remedying this defect, and in future no such complaint will be justified. Toys are now made in more durable manner and of better materials, with great improvements in designs and finishings."

HOW HE GETS DEPARTMENTS TALKED ABOUT.

AS he was leaving for home last Thursday, H. A. Koll, buyer for Hamburger & Sons, Los Angeles, who had been in the market for nearly two weeks, said that this trip marked the thirty-eighth he had made to New York, and he had spent more money and got less for it than ever in his experience.

Mr. Koll is a man of distinctive ideas and has made a big success of the china, glass, lamp and housefurnishing departments of the Hamburger establishment. He is constantly working on new ideas that will keep people talking about his departments, his latest stunt being to cover the floor of that part of the housefurnishing section where he displays stoves with a rich velvet carpet.

METROPOLITAN VISITORS.

After enjoying a vacation at Atlantic City, President W. A. B. Dalzell, of the Fostoria Glass Co., accompanied by Mrs. Dalzell, arrived in New York last week to take up special matters relative to local business with Manager John Nixon, and then went on to the Boston office. He returned to the city again on Tuesday, and expects to leave for home the latter part of this week.

Harry A. Ross, sales-manager for the Pittsburgh Lamp, Brass and Glass Co., dropped in on the New York agent Monday, went to Philadelphia Tuesday, and was back in Pittsburgh Thursday. He has a faculty of getting over the country in a hurry, and is likely to turn up in Chicago or St. Louis thirty-six hours after leaving New York, making a call at the home office on the way.

J. Winkler, formerly in the New York office of the Pacific Importing Co., who is now buying china, glass, etc., for Lipman & Wolfe, Portland, Ore., arrived in town on Wednesday. While stationed here he made a

host of friends by his genial good nature, being a good "mixer," and these will stand him in good stead in his new position.

C. "Nick" Muessig, East Liverpool representative for B. F. Drakenfeld & Co., arrived in New York Monday on his annual summer visit to the concern's headquarters here.

S. W. Burgstresser, buyer for Albert Pick & Co., Chicago, made a brief visit to the city this week.

AT CHICAGO.

THE volume of business done by local factory representatives continues to increase, and some of the factories are getting behind on their orders.

A real building boom has started, and the lighting glassware men are doing more business than for a long time. It will be fall, however, before they receive the full benefit of the present activity, owing to the fact that lighting glassware is about the last thing which goes into a house.

Retail trade is very good. The demand for fancy glassware is excellent, and some of the stores cannot get enough of certain novelties which strike the popular fancy.

E. E. Ault, salesman for Earl W. Newton and Associates, has returned from a six weeks' trip to Indiana.

Max Schwartz, of the Golden Rule Department Store, St. Paul, was a visitor in the city during the week.

H. G. Foreman, president of the Owen China Co., paid a visit last week to O'Brien & McGuire, who represent his line here.

W. A. Showacre, of the Mound City Glass Co., Lumberport, W. Va., was in the city for several days during the week.

Harry Seixas, traveler for Edward Boote, of New York, was at the Palmer House during the week.

W. T. Darden, who has been located in Room 19 of the Palmer House, has changed to Room 33.

W. E. Skinner, Elgin, Ill., was buying in the market here during the week.

Peter Rinkin, manager of the china and glass department of the Boston Store, has the sympathy of the

trade in the death of his brother, which occurred last week.

BUYERS IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

- C H Clark, hf, and H D Johnson, t, Howland Dry Goods Co, Bridgeport, Conn. 404 Fourth ave.
- F P Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
- P Weill, hf, B Nugent & Bros Dry Goods Co, St Louis. 470 Fourth ave.
- G Debus, s, Wm Hengerer Co, Buffalo. 2 West 37th.
- V G Barr, hf,c,g, Reilly Bros & Raub, Lancaster, Pa. Herald Square.
- A W Kaufman, t, Kaufman Bros, Pittsburgn. McAlpin.
- M Lesenhuber, s, J N Adam & Co, Buffalo. 2 West 37th.
- Miss McAvoy, s, L S Ayres & Co, Indianapolis. 225 Fifth ave.
- E A Ledger, hf, H S Barney Co, Schenectady, N Y. 404 Fourth ave.
- G B House, s, Jones Store Co, Kansas City, Mo. 23 East 26th.
- H S Skinner, hf, Dayton Dry Goods Co, Minneapolis. 225 Fifth ave.
- R G Rundquist, hf, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
- J MacFarquhar, t, S Kann, Sons & Co, Washington, D C. 432 Fourth ave.
- F L Warren, hf, Wise, Smith & Co, Hartford, Conn. 105 Grand.
- R M Dean, t, R H White Co, Boston. 470 Fourth ave.
- B A Fain, t,hf, Specialty Job House, Providence, R I.
- T S Matte, hf, Bon Marche Dry Goods Co, Lowell, Mass. Wallich.
- Miss Sheppard, c,g, Chas Hall, Springfield, Mass.
- J W Waldorf, hf, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of April, 1919, compared with the same month in the preceding year, were as follows:

| | 1918 | 1919 |
|-------------------------------|-----------|---------|
| China, not decorated..... | \$ 10,906 | 20,625 |
| decorated..... | 237,851 | 156,821 |
| From France..... | 49,956 | 3,139 |
| Germany..... | ..... | 31,303 |
| United Kingdom..... | 48,446 | 22,622 |
| Japan..... | 129,669 | 90,298 |
| Other countries..... | 9,780 | 9,459 |
| Earthenware, not decorated... | 55,454 | 38,272 |
| decorated..... | 211,985 | 222,308 |
| All other..... | 29,188 | 20,021 |
| Total..... | 783,235 | 614,868 |

FOR TEN MONTHS ENDING APRIL.

| | 1917 | 1918 | 1919 |
|-----------------------|------------|------------|------------|
| China, not dec..... | \$ 150,079 | \$ 134,257 | \$ 236,830 |
| decorated..... | 2,533,713 | 2,926,377 | 2,535,287 |
| France..... | 717,223 | 515,203 | 476,485 |
| Germany..... | 15,597 | ..... | 104,775 |
| United Kingdom... | 472,760 | 511,573 | 314,684 |
| Japan..... | 1,205,829 | 1,732,780 | 1,565,191 |
| Other countries... | 122,304 | 166,821 | 74,152 |
| Earthenware, not dec. | 314,552 | 479,674 | 393,288 |
| dec.... | 1,314,438 | 1,841,350 | 1,935,600 |
| All other..... | 231,624 | 242,803 | 305,898 |
| Total..... | 7,278,119 | 8,550,838 | 7,942,190 |

DOLLS AND TOYS.

| | 1918 | 1919 |
|------------------------------|-----------|-----------|
| Dolls and parts of dolls.... | \$ 44,691 | \$ 39,384 |
| All other toys..... | 84,296 | 54,622 |
| Total..... | 128,987 | 94,006 |

FOR TEN MONTHS ENDING APRIL.

| | 1917 | 1918 | 1919 |
|----------------|-----------|------------|-----------|
| Dolls & parts. | \$ 74,199 | \$ 312,529 | \$173,932 |
| All other toys | 1,069,231 | 1,243,760 | 295,919 |
| Total..... | 1,143,430 | 1,556,289 | 469,851 |

GLASSWARE.

| APRIL | | FOR TEN MONTHS E'D'G APRIL | | |
|----------|----------|----------------------------|-----------|-----------|
| 1918 | 1919 | 191 | 1918 | 1919 |
| \$58,367 | \$70,585 | \$338,029 | \$512,707 | \$345,290 |

CHINA CLAY.

| APRIL | | FOR TEN MONTHS E'D'G APRIL | | |
|-----------|-----------|----------------------------|-------------|-------------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$114,835 | \$192,318 | \$903,748 | \$1,080,139 | \$1,199,722 |

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

| APRIL | | FOR TEN MONTHS E'D'G APRIL | | |
|-------|------|----------------------------|---------|------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| | | \$28,333 | \$4,398 | .... |

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

| APRIL | | FOR TEN MONTHS E'D'G APRIL | | |
|---------|---------|----------------------------|----------|----------|
| 1918 | 1919 | 1917 | 1918 | 1919 |
| \$1,940 | \$1,492 | \$154,163 | \$54,250 | \$12,969 |

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

THE extensive alterations being made in their salesrooms at 224 Fifth avenue by Gillinder & Sons are nearing completion, and Paul L. Zoellner, local manager, expects to have everything ship-shape by another week. It promises to be one of the most attractive showrooms in the trade. In the meantime the concern's line of illuminating glassware and specialties is displayed and sold as usual. In fact, judging by the volume of business being booked, buyers like "Gillinder" quality and designs more than ever.

The Robert Findlay Mfg. Co., Inc., are now nicely settled in their new showrooms, 224 Fifth avenue, where they are enabled, by reason of increased space over their former quarters downtown, to make a much better display of their lamps and fixtures. The concern occupies the entire second floor of the building, which is arranged as a three-room suite. The walls are paneled in mahogany, and velour portieres and carpets in deep rich tones of wine and green are used very effectively. This naturally makes a very pleasing setting for the company's line, which includes some unusual designs in floor and table lamps.

The Manhattan Lamp Works, Inc., 129-31 Grand street, of which Charles P. LeBerthon, formerly of the Imperial Art Glass and Lamp Works, is president, and M. Burkelman vice-president, is now fully organized with a complete force of workmen which is rapidly completing the sample line of electric and gas lamps, domes and fixtures. The concern has installed the very latest machinery and equipment, thus assuring the highest efficiency and most improved methods of manufacturing.

The H. E. Rainaud Co., which removed its factory to Newark, N. J., during the early part of the war on account of labor conditions, has returned to Meriden, Conn., where it is now well established in new quarters and making shipments as though no interruption to the business had occurred. The singular thing about it is that the same conditions that forced their removal

from Meriden were responsible for their leaving Newark, the labor market in the two places now being just the reverse of each other.

In the line of lamps on display at the salesrooms of Ferdinand Bing & Co.'s Successors, 67-69 Irving Place, there are all sorts of new ideas. One of them is the



"Puppo," shown in the accompanying illustration. It is very cute, and at the same time artistic. The base and figure are in decorated metal, and the lamp is fitted with either parchment or silk shade.

The B. & K. Mfg. Co., New Britain, Conn., manufacturers of metal lamps, with a salesroom in the Fifth Avenue Building, has engaged David C. Rosenthal as general salesman and to take local charge. His experience covers a period of fourteen years and every phase of the business, and the company is to be congratulated on acquiring a man of his ability.

There are few lines of silk shades on the market that present a greater variety of styles to choose from than those shown by the M. Herbert Co., among them being an assortment of fetching "tailored" designs in all sizes, shapes and colorings. The concern also

makes a most comprehensive display of wood bases. There are all sorts of new ideas in decorated styles, and an excellent showing in plain mahogany.

L. E. Neuwirth, S. M. Robinson and A. A. Goldman, until recently connected with the M. Herbert Co., have started in manufacturing lamps and silk lamp shades under the firm name of Neuwirth, Robinson & Goldman, and will show a line of candlesticks, boudoir, table, chair and floor lamps in mahogany and other finishes; also a complete line of silk shades. They are interested in the Royal Lamp Shade Co., 39 East Nineteenth street, and are displaying their line at this address temporarily until they move into new and larger quarters.

HOW TO RUN A BUSINESS.

A NOTED merchant was asked: "Mr. Blank, what would you do if you had your mercantile career to go over again?"

His answer was a sermon on business practice worthy of perusal by the heads of every mercantile concern:

"I would have fixed hours for business, pleasure, relaxation and exercise, devoting so much time to each, and allowing nothing to interfere with my schedule.

"Gather about me helpers and clerks of the superior sort. Those whom I thought worthy I would train and develop in my business ways.

"Seldom 'hire' or 'fire' assistants. Rather would I try to instill the feeling that the store is one family, the success of one unit affecting all.

"Subscribe to all newspapers and trade publications which make a specialty of gathering news and ideas helpful in my business. After reading them I would pass them along to my helpers.

"Install a system taking care of 'wants.' If I did not have what people asked for I would get it for them.

"Cause the customer to know once he entered my store he was my guest, his word my law; but I would stand on my rights in a firm but dignified manner.

"Change my windows at stated short intervals. In my windows would be placed the new, the novel and the worthy.

"Pay as much attention to my signs and price-cards as a mother does to her child. No home-made or soiled cards would be permitted.

"Discount all my bills, even if I were compelled to buy less goods or skimp on some other detail. The concern that is rated slow has trouble obtaining the best values.

"Endeavor to have my salespeople make suggestions. Give all a hearing, and act the part of a courteous gentleman, not a bully or a 'boss.'

"Clip the advertisements of all concerns in my line, study them well and pass them along for my helpers to digest. I have found that the merchant who fails to watch his competitors will some day drop behind them.

"Make it a point never to carry my business home. After the store doors were locked I would forget business cares and devote my time to the welfare and happiness of my family.

"Spend a certain number of hours on the floor of my store. By this method only is it possible to get in close touch with the buying public.

"Inventory more often, for only by so doing can a better check be kept on stock."

TEACH YOUR CLERKS.

WE do a lot of wishing and a lot of talking about better salesmanship in the mercantile realm; but only a small proportion of those who have bemoaned bitterly the "lost art of modern salesmanship" have taken practical steps to remedy the evil.

Probably not one house in ten systematically and periodically conducts classes in retail selling—when it is undoubtedly realized that they would be productive of excellent results.

Obviously these should be held during the employers' time, in order that good will may be in no danger of being jeopardized. These classes could be held in relays during the duller seasons, and just before customers enter the store during the active business periods.

Ten-minute talks would work wonders—and an evening class could be held, say, three times a month for those salesmen and saleswomen who display sufficient interest in increasing their efficiency to devote the time and energy required.

Manufacturers are fully as interested in better retail salesmanship as are store managers and can be counted upon to request their best traveling men to address meetings of this sort. Their great interest in demonstrations during the holidays by skilled sellers, and the success of these efforts, prove the point beyond question.

The retailer has no easy problem to solve in bringing about better selling methods—money alone will not turn the trick, nor is the best of bonus or commission systems sure of success—though money power is basic and will get desired action provided other helpful factors are properly planned.

Actually the merchant or buyer must take the material he has in hand and make retail salesmen and saleswomen after his own plan. He must teach them himself in the last analysis—and he will be able to elicit a great deal of business fun in the process.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity Never before have so many buyers been noted in the pottery market at this time of the year as has been the case during the last few weeks.

All report the urgent need of merchandise. In some potteries here buyers have not been able to obtain all the goods they desired, and have been compelled to place additional orders elsewhere. Manufacturers are of the opinion that during July and August the number of visiting buyers will exceed all previous records. During the early part of the season the trade was averse to placing advance orders, anticipating a decline in the market. This idea having proved fallacious, orders are now pouring in.

Among buyers registered in this district recently were R. J. Calm and A. J. Kline, for Dives, Pomeroy & Stewart, Reading and Harrisburg, Pa.; B. G. Twitchell, for Callender, McAusland & Troup, Providence, R. I.; T. A. Keller, for Denholm, McKay & Co., Worcester, Mass.; Phil Schaeffer, for Adam, Meldrum & Anderson, Buffalo, N. Y.; Mr. Johnston, for O'Neil & Co., Akron, O.; Mr. Erion, for L. S. Donaldson Co., Minneapolis; C. R. Hoffman, for Pettis Dry Goods Co., Indianapolis; Mr. Hunkler, for Elder & Johnston, Dayton, O.; Leo Arnstein, for Ed. Schuster & Co., Milwaukee; H. Hyman, for the China Palace, El Paso; Fred D. Bell, for the John A. Morris Co., Bluffton, Ind.; E. Munroe, for Lyon Dry Goods Co., Toledo, O.; Isadore Rothstein, of the Igel-Rothstein Co., Pittsburgh; Charles Baxter, for the Sheppard Co., Providence R. I.; Jake Kornfelder, for the Kaufmann-Baer Co., Pittsburgh; Mr. Von Hagel, for Sears, Roebuck & Co., Chicago, Mr. Berringer, for Hess Bros., Allentown, Pa.; the Root Dry Goods Co., Terre Haute, Ind.

Edward J. Owen, general manager of the Southern Potteries Co., Erwin, Tenn., spent the latter part of last week here. He said that business with the concern was very good. W. J. Mackey, formerly of this

city, who is in charge of the sales department for the concern, is now making a brief swing around the circuit.

Capt. Donald Thompson, recently discharged from the army, has left on a Western selling trip in the interest of the Thompson Pottery Co.

Although the "Princess" dinner shape of the Smith-Phillips China Co. was placed on the market ten years ago next Tuesday, it is still going strong. A number of new decorations have been recently added to the line.

George C. Thompson, of the Thompson Pottery Co., has returned from his trip to Mt. Dora, Fla., where he let the contract for the erection of a new residence which his family will occupy during part of the coming winter season.

It is said that the Bedford (O.) China Co., which started operations with a tunnel kiln, will soon begin the erection of several updraft kilns to insure greater capacity.

Delegates from this district will leave Friday night for Atlantic City to attend the annual convention of the National Brotherhood of Operative Potters next week. While nothing is known about the "propositions" the convention may discuss, it is said that "some changes in the wage scale will be sought."

Judging from the manner new business is being received by pottery manufacturers, those who hold off placing fall orders will very likely be unable to get them filled later on. In the majority of instances prices are guaranteed up to September 1. After that, prices prevailing at time of shipment will be the rule.

Following the score or more buyers here last week making demands for the best lines the market possesses

ses were half a dozen New Yorkers looking for "clean-ups," "lump," and "odds and ends."

When the members of the Syndicate Trading Co. were in the market a few days ago the well-known countenance of W. C. Brown, of New York, was missed. He has left the Syndicate to become associated with the Charles Williams organization. Mr. Steife has succeeded Mr. Brown, and with his associates made his initial visit here.

It will be definitely decided within a fortnight or so whether or not a new 150-room hotel is to be built here. If it is possible to acquire the site of the late Col John N. Taylor residence on Sixth street, in the rear of the Elks Club, and now owned by the city, the deal will likely go through. A number of substantial stock subscriptions to the project have been obtained by those back of the movement. Ferd Atledorf, steward of the Elks Club, is one of the prime movers in the project.

Quite a lot of domestic pottery is now going into Canada and Cuba, and last week several of the largest firms here received inquiries from South American houses asking for catalogues and prices.

THE CARE-FREE ONES.

K. S. Kodama, manager for the Taiyo Trading Co., left last Saturday on a motor trip to Canada by way of a vacation. He took his golf sticks along, and will take advantage of any opportunity to enjoy a game.

E. F. Anderson will take his vacation at Chatham, Mass., where he was last year. He leaves June 30 and will be gone a month.

A. J. Fondeville, of A. J. Fondeville & Co., accompanied by his wife, is making a motor trip through Connecticut this week by way of a little diversion and rest prior to a strenuous fall season which he is contemplating as the result of the addition of several new lines to those he already represents in this country.

The friends of Henry Benedikt who have observed his actions of late are somewhat suspicious. His thoughts are evidently centered on white flannel trousers, lavender socks, pink silk pajamas, and the most daring color creations in shirts, white shoes, etc., in preparation for a vacation trip to Deer Park, Md., where, if he were looking for that kind of game, he could easily paralyze any deer that might be about without the use of a gun. However, there is little

doubt but that it's another kind of deer that he is after; and with his winning ways and those clothes—well, there will be simply nothing to it. He leaves on Sunday night, and will meet up with W. Arthur Shaw, secretary of the Canonsburg Pottery, who will act as chaperon during the two weeks' stay.

GOLFERS HAVE GOOD TIME.

A CHARACTERISTIC feature about golfing at the Scarsdale Country Club, Hartsdale, N. Y., is that the golfer is never disappointed in his anticipation of a good time there. The reasons for this are obvious to those who have tramped over the picturesque course and later on enjoyed Eugene H. Peck's hospitality.

Last Thursday, when the second tournament of the season was played by the Pottery, Glass and Brass Golf Association, was no exception to the rule. Seventeen players and two well-known galleryites, John Nixon and "Tom" Shotton, were on hand. The latter occupied front seats near the "lake," where they attempted to keep account of the balls landing in that pretty little sheet of water, which has to be crossed at two different holes. They abandoned the task, however, after using up an entire memorandum pad. (Players needn't get nervous—names are suppressed by special request).

C. A. Dodson made a score of 168 for the thirty-six holes and was the prize-winner among the Class A players, the runner-up being Gilbert Pitcairn with 170.

George B. Hamilton shone among the Class B players, making the rounds in 184.

MORNING ROUND.

| Class | out | in | gross | hdcp | net |
|----------------------|-----|----|-------|------|-----|
| A Owen, L. S..... | 51 | 47 | 98 | 7 | 91 |
| A Hinman, L. S..... | 51 | 52 | 103 | 12 | 91 |
| A Peck, E. H..... | 43 | 50 | 93 | 7 | 86 |
| A Pitcairn, W. S.... | 48 | 53 | 101 | 7 | 94 |
| B Smallwood, T.... | 51 | 55 | 106 | 17 | 89 |
| B Hamilton, G..... | 49 | 58 | 107 | 17 | 90 |
| A Hawthorn, N..... | 55 | 53 | 108 | 12 | 96 |
| A Owens, H. T.... | 46 | 60 | 106 | 15 | 91 |
| B Lobsitz, G..... | 60 | 66 | 126 | 35 | 91 |
| MacKensie, Jr.... | 64 | 61 | 125 | | 125 |
| B Lathrop, W. A.... | 52 | 55 | 107 | 15 | 92 |
| A Dodson, C. A.... | 47 | 54 | 101 | 12 | 89 |
| A MacKensie, A. W.. | 58 | 53 | 111 | 12 | 99 |

AFTERNOON ROUND.

| Class | out | in | gross | hdcp | net | gross total | net total |
|----------------------|-----|----|-------|------|-----|-------------|-----------|
| A Owen, L. S. | 52 | 47 | 99 | 7 | 92 | 197 | 183 |
| A Hinman, L. S.... | 53 | 51 | 104 | 12 | 92 | 207 | 183 |
| A Peck, E. H..... | 51 | 44 | 95 | 7 | 88 | 188 | 174 |
| A Pitcairn, W. S.... | 49 | 51 | 100 | 7 | 93 | 201 | 187 |
| B Hamilton, G | 59 | 52 | 111 | 17 | 94 | 218 | 184 |
| A Hawthorn, N..... | 45 | 50 | 95 | 12 | 83 | 203 | 179 |
| A Owens, H. T.... | 53 | 54 | 107 | 15 | 92 | 213 | 183 |
| B Lobsitz, G..... | 67 | 81 | 148 | 35 | 113 | 274 | 204 |
| B Lathrop, W. A.... | 51 | 52 | 103 | 15 | 88 | 210 | 180 |
| A Dodson, C. A.... | 44 | 47 | 91 | 12 | 79 | 192 | 168 |
| A MacKensie, A. W.. | 62 | 53 | 115 | 12 | 103 | 226 | 202 |

TRADE DOINGS.

The F. L. Morgan Co., importers of oriental goods with headquarters at San Francisco, have opened an office in the Fifth Avenue Building, this city, where, besides their own lines, they will handle those of the Pacific Importing Co., Seattle. The latter maintained a salesroom in New York previous to last December, but gave it up on account of conditions brought about by the war. The Morgan salesroom will be in charge of Fred. E. Voigtsberg.

B. Lowenstein & Bros., Memphis, Tenn., will give up their local office at 225 Fifth avenue on July 1, After that date they will be represented in this market by Frederick Atkins, resident buyer, 220 Fifth avenue.

H. A. Marshall, for many years Chicago representative of the Fostoria Glass Co., has taken an office at 156 Fifth avenue and will specialize in glassware, paying particular attention to holiday goods.

STILL EXPANDING.

WHILE here this week placing orders, E. D. Austin, of Austin & Co., Battle Creek, Mich., said that in addition to buying out the business of Glynn Bros., Flint, Mich., which, as we stated in our last issue, they will operate under the name of "The China Closet," they have also taken over the stock of Doty & Salisbury, of the same city. This extension will naturally add a great deal to the responsibilities of Mr. Austin, and will necessitate his making more frequent as well as more protracted visits to the New York market than has been his custom in the past.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of May amounted to £50,863, being a decrease of £15,383 compared with the figures for the corresponding month in 1918.

HOMER LAUGHLIN LINE READY.

THE Homer Laughlin China Co. line, for which Cox & Company were recently appointed representatives, is now on exhibit at the latter concern's salesroom, 1140 Broadway.

No expense has been spared in giving the line as fine a display as possible. A large section of the spacious floor is devoted to its exclusive showing. The

space is so arranged that it has the appearance of a separate room. Side fixtures and long display tables in mahogany covered in black felt, with mahogany furniture and brown linoleum floor covering, give a most harmonious effect, and provide a rich setting for the samples, a description of which will be published in our next issue.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending June 26, 1919.

COPENHAGEN

Str. Hollig Olav, June 19.

6 packages chinaware.....Danish Arts Inc

JAPAN

Str. Tsuyama Maru, June 16.

36 packages earthenware.....Rowland & Marsellus Co
23 " " Mogi, Momonoi & Co
2 " " Equitable Trust Co
100 " " G M Schmidt
4 " porcelain.....B Ward
1 " " Rockhill & Victor
1 " " R Marcelino & Co
20 " " Rowland & Marsellus Co
29 " chinaware.....H Chang Yam & Co
48 " " Mogi, Momonoi & Co
67 " " Geo Borgfeldt & Co
49 " toys.....Taiyo Trading Co
13 " " D Levy & Co
40 " " Hardy Bros
110 " " Kamayama
37 " " Sisk & Bros
8 " " A L Tuska & Co
7 " " Thomassen & Co
1 " " Kappman Bros & Co
14 " " Geo Borgfeldt & Co
20 " " Calumet Mfg Co
51 " " L Wolf & Co

ROTTERDAM

Str. New Amsterdam, June 19.

4 packages earthenware.....P Freeman Bro
3 " " Geo Borgfeldt & Co
9 " glassware.....P Freeman Bro
8 " " W Van Boom
10 " " Mitchell, Bissell & Co
2 " " Samstag & Hilder Bros

BRISTOL

Str. Exeter City, June 20.

391 packages china clayMoore & Munger
200 " " Hammill & Gillespie

HAVRE

Str. Rochambeau, June 23.

2 packages toys.....Strauss Bros

Str. Touraine, June 23.

3 packages glassware.....J Deknatel, Inc
2 " " Sussfield, Lorsch & Co
10 " " Semon, Bache & Co
1 " toys.....Redden & Martin
5 " " R H Macy

LONDON

Str. Port Augusta, June 23.

8 packages glassware... ..American Shipping Co

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAUQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.MECHANICAL DEPT.
TEL. 5086 BARCLAY.**SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:**

| | |
|---|--------|
| United States..... | \$2.00 |
| Canada..... | 3.00 |
| All other foreign countries in the postal union | 4.50 |
| Single copies..... | .10 |

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, JUNE 26, 1919.

THE TARIFF.

THE hearings on the tariff which have been taking place at Washington are about over. As near as can be ascertained, ample protection will be afforded our new industries, such as chemical glass, potash, and other things. But there is not likely to be any change in the duties on regular glass or crockery.

Discussing the Japanese wage question, it was pointed out that while the Japanese potters receive only what is equivalent to fifty cents of our money as against six dollars here, the small productive capacity materially reduces the difference. It is not likely that the law-makers will try to establish a revenue based on the cost of Japanese labor, as that would make the importation of other goods impossible.

"O, WAD SOME POWER THE GIFTIE GIE US!"

FEW men realize that, no matter what they may think of themselves, their associates know them for just what they are. Some, of a quiet, retiring disposition, are not appreciated until after a long acquaintance. They rarely assert themselves, and only their intimates know their true worth. Others—"good fellows" and practically all right in most matters—have a habit of thrusting themselves into the limelight, claiming an ability they do not possess, and strutting about with an assumption of knowledge, authority and superiority that is very amusing. True, they know

their business, and are successful in a measure. If they did not assume so much, were a little more tolerant of others, and used their knowledge without braggadocio, they would be more so. But it never occurs to them to examine themselves and compare their ability with that of other capable men. Their complacency and self-satisfaction renders such a course impossible. They can see the faults in others, but are oblivious to the fact that the very things they condemn are among their own glaring blemishes.

It would be a good thing if everyone would once in a while take a look at himself. Let him select someone whom he acknowledges to be a little above the average and compare such a man's traits, methods and general demeanor with his own. It would often prove a revelation, and possibly prevent him from being numbered among those who have become "has beens," and wonder why.

PERSONAL.

FIFTY-FIVE years is a long time to be selling crockery; but that is the record claimed by Warne S. Creveling, who says that he outranks any man in the trade for length of service. He began his career as "straw boy" in his father's store, which, under the firm name of Creveling & Garrison, was doing a wholesale crockery business at 58 Barclay street in 1864. Young Creveling was advanced successively to assistant shipping clerk, shipping clerk, bookkeeper, cashier and salesman, and in 1868 made his first trip on the road. His first sale was to W. H. Ackerman & Co., Mt. Kisco, N. Y., and amounted to \$400. He is still in the game, and although seventy years old and weighing 200 pounds sets a pace that younger men find hard to keep up with. He is in New York at present taking a vacation, and starts on his fall tour July 7 for the Guernsey Earthenware Co., with which he has been for many years. He is a little proud of the fact that he led all his fellow-salesmen in percentage of sales for the first six months of this year.



M. A. Van Nostrand sailed on the Lapland Saturday last for England and France to visit the factories represented here by the Rowland & Marsellus Co.



Mrs. Lowenberg, who was in the lamp shade department at Macy's, has taken the position of lamp buyer at Gimbel's.



Charles Hass, buyer for the Raphael Weill Co., San Francisco, and Roy Authimus, his assistant, who have been in the New York market placing orders principally for the concern's new housefurnishing department since

Mr. Hass arrived from a European buying trip on June 1, expect to leave for home on Saturday.



A cablegram just received says that James J. Temple, local manager for Theodore Haviland & Co., has arrived safely in Limoges, where he has gone to consult with the heads of the plant regarding new samples, etc.



G. M. Lowman, formerly with the Pacific Importing Co., Seattle, but now representing Geo. H. Bowman & Co. on the Pacific Coast, arrived home last week from a long visit to Japan.



Kennard L. Wedgwood and E. J. Ridgway, who were to have sailed for home from England June 14 on the "Baltic," were delayed on account of a strike by the stewards. The steamer expected to be able to sail on Thursday of this week.



Emil Eschwege, with Louis Wolf & Co., who has been in Japan for the last six months, returned on Tuesday bringing a very large shipment of china which can be delivered immediately.



James M. Stewart returned home Tuesday after a week's buying trip through the cut glass factories of Pennsylvania.



George H. Service, with Kennard L. Wedgwood, has established himself for the summer at Atlantic Highlands, N. J., from where he enjoys the boat trip back and forth each day.

HARD LUCK.

INSTEAD of being fanned by sea breezes and rocked to sleep by whispering waves, as he had dreamed of when planning his vacation, Leonard Stock, of Herman C. Kupper's traveling staff, is swallowing spasmodic gusts of air from an electric fan in the court room where he is reluctantly doing jury duty.

He showed up at the office last Saturday in a natty sport suit, and carrying a suit case, all ready for departure after he had attended to a few details. Much to his dismay, as he sat down at his desk a summons for jury service stared him in the face.

Having always been regarded as a peaceful and law-abiding citizen in the peaceful and law-abiding town of Brooklyn, where he makes his home, he had no desire to lose his reputation and create a scandal at this late date in his career, so he meekly submitted and was on hand Monday morning at the opening of court.

Judging from his state of mind, however, if his influence as a jurymen counts for anything the parties found guilty will get all that's coming to them, and then some more.

JAMES D. BERGEN DEAD.

JAMES D. BERGEN, founder of the J. D. Bergen Co., Meriden, Conn., and one of the pioneers in the cut glass business of this country, died at his home in that city last Saturday. He had been confined to his home for about two weeks, and for several days his death had been expected.

Mr. Bergen had a national reputation in the cut glass trade, and for about forty years had maintained a standing as one of the big men of the country in that business. He was considered an authority on the technical details of the business, and had an inexhaustible store of information about its history during the past half century.

Socially, too, he was a prominent figure. He belonged to the Amaranth Club, the Knickerbocker Yacht club of College Point, L. I., the Hardware Club of New York, and the Pottery, Glass and Brass Salesmen's Association, of which he was at one time president.

He was born in Brooklyn, N. Y., February 29, 1852. He received part of his education at St. Francis Xavier's college, at Sixteenth street, New York city, and at an early age became initiated into the trade to which he was to devote the rest of his life.

About forty years ago he went to Meriden, and early in 1880 the Bergen & Nilan partnership was formed and the factory was opened on South Colony street, opposite the Kelsey Press building. At first, the principal business of the young firm was the production of the caster bottles then so much in vogue. A working arrangement with the Meriden Britannia Co. helped matters along with the new firm, and the business was successfully conducted for about five years.

At the end of that period, seeing greater opportunities before him, Mr. Bergen purchased the interest of his partner, and early in 1892 formed the J. D. Bergen Co., with a board of directors which included Clarence P. Bradley, C. Berry Peets, E. J. Doolittle and C. E. Stocker, Jr.

In 1906 the business had outgrown its quarters at the corner of State and Miller streets and the company purchased the building formerly occupied by the old Meriden Bronze Co. at Center and Britannia streets. In this location the firm branched out in the manufacture of many novel lines and increased its general output to a very great extent.

About ten years ago Mr. Bergen sold out to Walter Bradley and went to St. Louis to engage in the cut

glass business with his son Tracy, but after a short time was forced to return home because of ill health.

He leaves a daughter and two sons—Tracy, of Minneapolis, and Valentine, of Fall River, Mass.

THE TRAVELERS.

Fernand Desmaison returned last Saturday from a trip to Canada after a week of successful business-getting for L. Bernardaud & Co.

Abe H. Hays, representative of the Crooksville China Co. and other lines, returned last Thursday from a three weeks' trip through the New England States that exceeded his expectations in the volume of business booked.

R. E. L. Wells, salesmanager for L. Straus & Sons, left last Saturday on a Western trip.

DON'T ARGUE! IT TENDS TO SHORTEN LIFE.

THERE are innumerable recipes for prolonging life beyond the Biblical span — "Never drink!" "Drink regularly!" "Smoke!" "Don't smoke!" "Marry and have a large family!" "Avoid matrimony!" and so on, to the end of the chapter, with each thesis proved by some specific case.

Of such plans, however, it seems to us that a physician of Breckenridge, Mo., aged 101, has the most reasonable explanation of his longevity—he never argues.

The difficulty is that argumentation is a vice quite as gripping as alcohol or nicotine, as marriage or celibacy, and the average man born with the argumentative bee is in about as parlous a state as he who inherits a taste for morphine or the "White Way," and although he may promise himself reformation and self-control, let the proper temptation arise and he will cast prudence to the winds and enter the debate with a consuming passion that cuts years from his life as surely as the recording dial of a taxicab cancels dollars from the rider's income.

The argumentative man is the most illogical of logicians, since for logic's sake he indulges in the most illogical of discussions; and in an effort to bring about common understanding he scatters wide and plows deep the seeds of discord and controversy.

Argument has been called the whetstone of wits, but it might also be termed the godfather of headaches, and, more even than maligned procrastination, is the true "thief of time."

EXPORTS.

FOLLOWING are the exports of earthen, stone and china ware and table glassware during the month of April:

| | China ware | Earthen and Stone ware | Table Glassware |
|------------------------------|------------|------------------------|-----------------|
| Denmark..... | | | \$ 720 |
| France..... | | | 39,871 |
| Greece..... | \$ 40 | \$ 150 | 963 |
| Iceland and Faroe Islands.. | | | 1,609 |
| Italy..... | | | 320 |
| Netherlands..... | | 12 | 2,912 |
| Norway..... | 12 | 3,013 | 2,724 |
| Portugal..... | | | 199 |
| Serbia, Montenegro, etc.... | 120 | | 30 |
| Spain..... | | | 833 |
| England..... | 25,000 | | 65,903 |
| Bermuda..... | 22 | 6 | 232 |
| British Honduras..... | 81 | 69 | 931 |
| Canada..... | 6,620 | 23,339 | 221,624 |
| Costa Rica..... | | | 112 |
| Guatemala..... | 840 | 1,334 | 4,139 |
| Honduras..... | 2,144 | 4,917 | 2,660 |
| Nicaragua..... | 236 | 1,161 | 2,875 |
| Panama..... | 908 | 1,211 | 4,286 |
| Salvador..... | 198 | 64 | 1,278 |
| Mexico..... | 7,041 | 7,960 | 50,407 |
| Newfoundland & Labrador.. | 180 | 318 | 3,725 |
| Barbados..... | | | 656 |
| Jamaica..... | 2 | 26 | 673 |
| Trinidad and Tobago..... | | 22 | 3,928 |
| Other British West Indies... | 86 | 151 | 1,825 |
| Cuba..... | 907 | 7,015 | 63,739 |
| Danish West Indies..... | 36 | 28 | 661 |
| Dutch West Indies..... | 23 | 17 | 267 |
| French West Indies..... | 337 | 204 | 2,444 |
| Haiti..... | 356 | 402 | 5,598 |
| Dominican Republic..... | 1,499 | 2,085 | 3,992 |
| Argentina..... | | | 12,105 |
| Bolivia..... | 3,500 | 10 | 28,147 |
| Brazil..... | 618 | 133 | 10,223 |
| Chile..... | 2,930 | 331 | 16,513 |
| Colombia..... | 517 | 2,031 | 6,442 |
| Ecuador..... | 136 | | 1,197 |
| British Guiana..... | | 655 | 2,380 |
| Dutch Guiana..... | 99 | | 848 |
| Peru..... | 326 | 200 | 19,447 |
| Uruguay..... | 202 | 268 | 15,705 |
| Venezuela..... | 744 | 502 | 7,273 |
| China..... | 361 | 573 | 6,447 |
| Chosen..... | 185 | 16 | 7 |
| British India..... | | 134 | 2,348 |
| Straits Settlements..... | 64 | | 3,751 |
| Other British East Indies... | | | 123 |
| Dutch East Indies..... | 534 | 12,010 | 14,477 |
| French East Indies..... | | | 275 |
| Hong Kong..... | 4 | | 1,631 |
| Japan..... | | 10 | 2,999 |
| Russia in Asia..... | | 54 | 130 |
| Siam..... | | 86 | 4,080 |
| Australia..... | 42 | | 17,251 |
| New Zealand..... | | 52 | 14,605 |
| French Oceania..... | | 421 | 293 |
| German Oceania..... | | | 165 |
| Philippine Islands..... | 508 | 518 | 10,279 |
| British West Africa..... | 10 | | 1,143 |
| British South Africa..... | | | 309 |
| French Africa..... | 12 | | 1,711 |
| Egypt..... | | | 680 |

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Uncertain as to what manufacturing costs will be as a result of the signing of the new wage scale for glassworkers, many manufacturers have notified the trade that present prices will be guaranteed only up to September 1. After that date the buyer will have the option of either cancelling his order or allowing it to be shipped at prices prevailing at time of shipment. With plants filled with orders, and new ones arriving in almost every mail, the manufacturers are anticipating one of the most active fall seasons ever experienced. The whole situation has resolved itself into one of production. Buyers are realizing this, and a lot of business has been received of late for immediate shipment, although the quantities are such that the manufacturers believe such merchandise is intended for the fall trade. With all union glass factories idle for two weeks in July, there remain but six weeks' production for shipment before September 1.

Buyers visiting the local glass market recently were Carroll Robinson, for the Jordan-Marsh Co., Boston; Charles Baxter, for the Sheppard Co., Providence, R. I., and Mr. Erion, for the L. S. Donaldson Co., Minneapolis.

The Pittsburgh Lamp, Brass and Glass Co., announces the opening of two additional branch offices—one at 1332 Commerce street, Dallas, Tex., under the management of Glover & Stack, from which three salesmen will work the territory, and another in the Charles Building, Denver, under the management of C. B. Hoffa, four men working from this point. These now give the concern nine resident sample rooms where complete lines of all its products are displayed.

Harry Schnelbach, factory manager and one of the owners of the Jefferson Glass Co., Follansbee, W. Va., will retire from active participation in the business July 1, owing to ill health. In early life he was connected with the Gill factory at Steubenville, as was his father

before him. He later went with the Macbeth-Evans Co., and was located at Charleroi. From there he went to Follansbee, where he and C. H. Bluemauer have been successfully operating the Jefferson.

Some small buyers of glassware, in order to get merchandise quickly, here adopted the practice of forwarding cash with orders. As one salesman remarked, "Leave it to the little fellow to get his goods quick."

The annual picnic and outing of the office force of the United States Glass Co. was held at West View Park here last Saturday. A programme of sports was followed, and in the evening there was dancing. City Sales Manager Henry Nickel headed the committee of arrangements.

A report that the French authorities would ease up on the ban on imports was received with much favor by glass manufacturers doing an export business. Some factories in this district have been doing a very good business with France, but at times there has been difficulty in obtaining the necessary permits.

Invitations have been issued by the Pittsburgh Lamp, Brass and Glass Co. to the opening of the new local sample rooms on the sixth floor of the Chamber of Commerce Building July 1. Delays beyond the control of the company have caused no end of annoyance. However, this week the new lines are being installed, and everything will be in excellent shape for the opening. The company will have practically double the display space occupied in the Century Building.

That some firms will suffer from a shortage of merchandise during the fall on account of the factories being unable to fill orders promptly is a foregone conclusion. The present receipt of new business is 'way beyond present production. But plans are being worked out to increase the capacity of some factories, and if

workers can be obtained these will try by every means to fill orders.

"WHEN YOU NEED MONEY."

WHEN you need money, as merchants do at times, do not bend the knee when you go to your bank for a loan: but with firm conviction in the propriety of your request make known the sum you wish and the collateral you have to offer. You will finish your business more successfully and be better thought of by your banker than if you show a faint heart.

A banker, speaking of the sorry spectacle some men make in applying for a loan, says: "I hate to have a man come here for money with his courage oozing out of his finger tips. It always make me feel the man is a coward in business and the money he wishes to borrow will either tide him over or make him more likely to loaf on the job till he gets another loan. Give me the man who enters my office with his papers, facts and security in well-arranged order, and it's a hundred to one this man will not only obtain what he comes after, but a little more than he expected."

Another banker says: "When a man applies for a loan at his bank I am always more interested in trying to find out what lies in the back of his skull than in his pocketbook or strong box. If he demonstrates he has ability to think, act, talk and work along practical lines, the matter of getting a loan is a mere incident."

It is always well to remember that a bank's business is to lend money. For that reason you will always find banking officials polite, business-like and accommodating, if you show a like disposition.

NOT OMNISCIANT.

"WHAT would you do if a pack of Germans suddenly came right down on top of us?" asked a sergeant of one of our negro troopers.

"Dey ain't gwine to know whar I is," replied the private.

"What's the good of their Intelligence Department, then?"

"Well, you see, dey might know whar I wuz, but not whar I is."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

EXPERT in the English and French trade with thorough executive and selling experience and perfectly acquainted with the products of the leading factories wishes to hear from a high class retail firm. Address A 223, this office.

BUYERS' GUIDE.

How to Reach Up-town and Down-town Districts.

TRANSIT LINES:

| | |
|-------------------------|------------------------|
| A—Second Ave. Elevated. | 1—Second Ave. Surface. |
| B—Third " " | 2—Third " " |
| C—Sixth " " | 3—Madison " " |
| D—Ninth " " | 4—Lexington " " |
| E—East Side Subway. | 5—Broadway " " |
| F—West " " | 6—Seventh Ave. " " |
| G—Broadway " " | 7—Ninth " " |

Numbers and letters after each firm correspond to numbers and letters before the transit line. Example—to reach Armor Bronze Co., take 5, which corresponds to the Broadway Surface, or E, which denotes the East Side Subway.

UPTOWN.

| | | |
|--|-------|-----|
| Armor Bronze Co., 236 Fifth Ave..... | 5 | E |
| Boote, Edward, 35-37 West 23d..... | 5 | G C |
| Bonita Art Co., 1140 Broadway..... | 5 | G |
| Bryce Bros. Co., 240 Fifth Ave..... | 5 | G E |
| Bing, Ferdinand, & Co., 67-69 Irving Place..... | 2 3 | B E |
| Benedikt, H., 7 West 22d..... | 5 | G C |
| Bradley & Hubbard Mfg. Co., Fifth Avenue Building.. | 5 | G C |
| Cambridge Glass Co., 49 West 23d..... | 5 | G C |
| Dickar Corporation, Fifth Ave. and 21st..... | 5 | G C |
| Economy Tumbler Co., 2 West 23d..... | 5 | G C |
| French China Co., 874 Broadway..... | 5 | G C |
| Fondeville, A. J., & Co., 9-11 East 16th..... | 5 | G |
| Fostoria Glass Co., 141-147 Fifth Ave..... | 5 | G C |
| Flogel Decorating Works, 129-131 Fifth Ave..... | 5 | G E |
| Guernseyware. 16 West 23d..... | 5 | G C |
| Gredelue, A., 129 Fifth Ave..... | 5 | G |
| Gillinder & Sons, 224 Fifth Ave..... | 5 | E 3 |
| Guerin, W., & Co., 43-47 West 23d..... | 5 | G C |
| Gray, Horace C., Co., Fifth Avenue Building..... | 5 | G C |
| Haviland & Co., 11 East 36th..... | 5 | G 6 |
| Haviland & Abbot Co., 95 Madison Ave., corner 29th.. | E 3 | B |
| Irwin, D. King, Fifth Avenue Building..... | 5 | G C |
| Jones, Thos. G., Fifth Avenue Building..... | 5 | G C |
| Lancaster Glass Co., Fifth Avenue Building..... | 5 | G C |
| Morimura Bros., 53-57 West 23d..... | 5 | G C |
| Manhattan Brass Co., 332 East 28th..... | 1 | A |
| Mogi, Momonoi & Co., 105-107 East 16th..... | 3 | B |
| McKenna Bros. Sales Corp., 1271 Broadway, corner 32d.. | 5 | C G |
| Northwood, H., & Co., 19 Madison Ave..... | E 3 | B |
| Noe, Wm. R. & Son, 53-55 West 21st..... | 5 | G C |
| Phoenix Glass Co., 230 Fifth Avenue..... | 5 | G |
| Pairpoint Corporation, 43 West 23d..... | 5 | G C |
| Plume & Atwood Mfg. Co., 30 East 42d..... | 5 6 | G C |
| Pitcairn, Wm. S. Corp., 104 Fifth Avenue..... | 5 | G |
| Roseville Pottery, 621 Fifth Avenue, corner 50th..... | E C 5 | |
| Salem China Co., 10 West 23d..... | 5 | G C |
| Straub, P. S., & Co., 105-107 Fifth Avenue..... | 5 | G |
| Saxon China Co., 874 Broadway..... | 5 | G |
| Taiyo Trading Co., 101 Fifth Avenue..... | 5 | |
| United States Glass Co., Broadway and 24th..... | 5 | G |
| Venon, J. H., 104 Fifth Avenue..... | 5 | |
| Wedgwood, Kennard L., 133 Fifth Avenue..... | 5 | G |
| Witte, Henry, 7 West 24th..... | 5 | G C |

DOWNTOWN.

| | | |
|--|-----|-----|
| Bassett, G. F., & Co., 72-74 Park Place.... | C 7 | F |
| Bernardaud, L., & Co., 46 Murray..... | C 7 | 5 |
| Dorflinger, C., & Sons, 36 Murray..... | C 7 | 5 |
| Drakenfeld, B. F., & Co., 50 Murray.... | C 7 | 5 |
| Davison, John, 14 Barclay..... | 5 | G |
| Kupper, Herman C., 52-54 Murray..... | C 7 | F |
| Maddock & Miller, 54 Murray..... | C 7 | F |
| Miller, Edw., & Co., 68-70 Park Place.... | 5 | G C |
| La Porcelaine Limousine, 25 West Broadway..... | D 7 | F |
| Roessler & Hasslacher Chemical Co., 100 William..... | 5 | G C |
| Slimmon, R., & Co., 96-102 Church..... | 5 | C F |
| Straus, L., & Sons, 42-46 Warren..... | 5 | G |
| Tharaud, Justin, 25 West Broadway.... | D 7 | F |
| Vogt & Dose, 65 Barclay..... | 5 | G C |
| Goetz, Otto, 43 Murray..... | C 7 | F |

— THE —
Homer Laughlin China Co.

East Liverpool, Ohio.

Newell, W. Va.

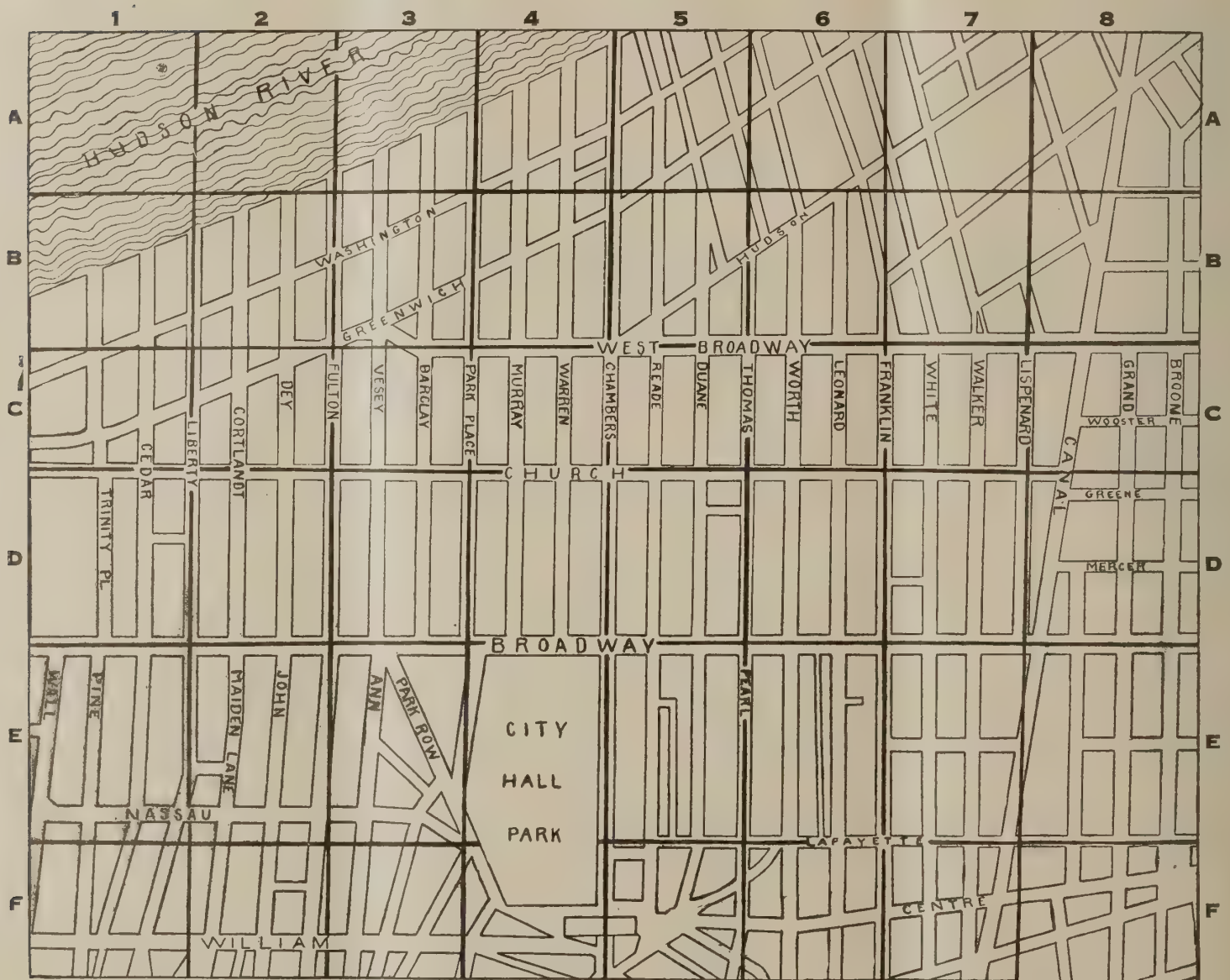
RIGHT OF REFUSAL TO SELL UPHELD.

IN an opinion delivered by Judge McReynolds the United States Supreme Court affirms the decision of Judge Waddill in the Colgate case: "The purpose of the Sherman Act is to prohibit monopolies, contracts and combinations which probably would unduly interfere with the free exercise of their rights by those engaged, or who wish to engage, in trade and commerce—in a word, to preserve the right of freedom to trade. In the absence of any purpose to create or maintain a monopoly, the act does not restrict the long recognized right of trader or manufacturer engaged in an entirely

private business freely to exercise his own independent discretion as to parties with whom he will deal. And, of course, he may announce in advance the circumstances under which he will refuse to sell." This silences for all time any question concerning the right of refusal to sell in the absence of any monopolistic purpose.

While the operation of the decision is, of course, confined to interstate commerce, and can only be effective in controlling distributors to whom sales are made directly, it will unquestionably afford much relief. It will be gladly accepted as an undeniable indication of increasing comprehension by the court of present-day commercial evils.

Locations of Firms in the Downtown District.



| | | | | | |
|--|-----|---|-----|--|-----|
| Bassett, G. F. & Co., 72-74 Park Place.... | B 3 | Goetz, O., 43 Murray St..... | C 4 | Redon, M., 25 W. B'way..... | C 3 |
| Bernardaud, L., & Co., 46 Murray St..... | C 4 | Honesdale Decorating Co., 36 Murray St. C 4 | | Roessler & Hasslacher, 100 William St.... | F 2 |
| Bonita Art Co., 50 Park Place | C 3 | Kupper, Herman C., 52 Murray St..... | C 4 | Straus, L., & Sons, 42-46 Warren St..... | C 4 |
| Davison, John, 14 Barclay Street..... | D 3 | Maddock & Miller, 54 Murray St..... | C 4 | Tarentum Glass Co. 25 W. B'way..... | C 3 |
| Dorflinger, C. & Sons, 36 Murray St..... | C 4 | Miller, Edward & Co., 68-70 Park Place.. | C 4 | Tharaud, Justin, 25 W. B'way..... | C 3 |
| Duncan & Miller Glass Co., 92 W. B'way. | B 4 | | | Vogt & Dose, 65 Barclay St..... | B 3 |
| Drakenfeld, B. F. & Co., 50 Murray St.. | C 4 | | | Williamsburgh Flint Glass Co., 96 Park Pl. | A 3 |
| Friedlaender, Oscar C., 40 Murray St..... | C 4 | | | | |

CROCKERY AND GLASS Journal

Vol. 89. No. 26

June 26, 1919

Are You Doing What You Can

to solve the problems of readjustment, and thereby keep the home fires burning? Are you helping to keep each workman at his bench, to keep his wages coming to him each week, to make room for demobilized soldiers, sailors, and munition makers?

What can you do?

This: BUY NOW!

Keep the worker working, the seller selling, by your buying what you need. Buy wisely, but buy what you need to-day!

DO WHAT YOU CAN!

BUY WHAT YOU CAN!

HELP ALL YOU CAN!

U. S. DEPARTMENT OF LABOR.

ROGER W. BABSON,
Director General, Information and Education Service.

W. B. WILSON, Secretary.

L. BERNARDAUD & CO.,

LIMOGES, FRANCE.

FINE FRENCH CHINA.

AN EXTENSIVE assortment of up-to-date decorations now on display.

All buyers cordially invited to call and examine.

To plan in advance for improved conditions.

Twenty patterns in stock for immediate shipment.

WHITE CHINA FOR DECORATING.

SOLE AGENTS FOR THE UNITED STATES:

L. BERNARDAUD & CO.,

46 MURRAY STREET, NEW YORK.

BABY PLATES.

“Holdfast” and “No Splash”

THE TWO BEST PLATES IN U. S. A.

We keep these on hand decorated, so as to give prompt shipments.

We have good lines for children—Baby Plates, A. B. C. Plates, Fancy Plates with Juvenile decors. Send for catalogue.

The D. E. McNicol Pottery Co.,

EAST LIVERPOOL, O.

Wm. Guerin & Co. J. Pouyat & Co.

43-47 West Twenty-third Street,

NEW YORK CITY.

W.G.
& CO.

J.P.
L.
FRANCE



WHITE AND DECORATED
CHINA.

HOTEL WARE.



*"Spring arose on the orchard rare,
Like the spirit of Love felt everywhere."
—Shelley.*

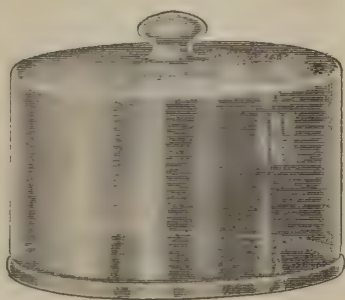
A Snow of Cherry Blossoms shown
the "Japana Way."

JAPANA SPECIALTY CO.,
GRAND HAVEN, MICHIGAN.

ESTABLISHED 1861.

GILLINDER, Philadelphia.

Protection from dust should be
the aim of all storekeepers.



**We Make
COVERS.**

All sizes and special
shapes to order.

Write for prices.

GILLINDER & SONS, Inc.,
Tacony, Philadelphia.

THE
SMITH-PHILLIPS
CHINA COMPANY
POTTERS
OF THE
JUSTLY
CELEBRATED
PRINCESS
DINNER
SERVICE

THE
SMITH-PHILLIPS
CHINA
COMPANY

EAST
LIVERPOOL
OHIO



THE

Carrollton Pottery Co.

CARROLLTON, OHIO.

Manufacturers and Decorators of

HIGH-GRADE DINNERWARE.

EXCLUSIVE PATTERNS.

QUALITY GUARANTEED.

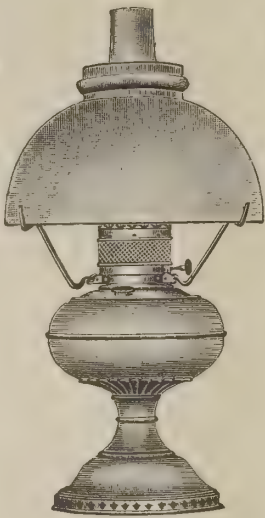
EFFICIENT SERVICE.

REPRESENTATIVES:

Herbert K. Connor, East.

Chas. H. Israel, West.

RAYO LAMPS.



THIS is the lamp the Standard Oil Company of Ohio promoted the sale of to secure the best results from the use of Kerosene Oil.

We have a large stock of this Lamp, and orders sent us can be shipped the same day that they are received.

Ask us for quotations.

THE KINNEY & LEVAN CO.,
CLEVELAND, OHIO.

MIXING BOWLS.

YOUR trade will demand these wonderfully-attractive bowls. Made of Saniglas (pure white), sanitary, will not craze or check and will retain their same pleasing appearance always.

Five sizes to a set, conveniently packed, eighteen (18) sets to a barrel.

Illustrations and prices on receipt of your request.

**United States
Glass Co.,**
PITTSBURGH, PENNSYLVANIA.

"Potters to the American People."

EAST LIVERPOOL POTTERIES CO.,

EAST LIVERPOOL, O.

Carry in stock and can make immediate shipments of cups and saucers and plates in decorated or white ware.

ELPCO
MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

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MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

EASTERN SHOWROOM:

Edward A. Unger,

139 Fifth Ave., New York.

WESTERN SHOWROOM:

Chas. D. McChesney,

180 N. Dearborn St., Chicago.



NEW YORK REPRESENTATIVE:

E. W. Hammond, 10 West 23d St.

PACIFIC COAST REPRESENTATIVES:

Himmelstern Bros., San Francisco, Cal.

FACTORY AND GENERAL OFFICES:

EAST LIVERPOOL, OHIO.

The
Edwin M. Knowles China Co.

East Liverpool
Ohio.



A MERICAN-MADE China, for quality and suitability to American needs, is well established. We believe the American people will pay more attention to “made in America” china than ever before, and respectfully suggest this thought to dealers.



- | | |
|---|------|
| Bing, F., & Co.'s Successors, 67 Irving Pl. | D-6 |
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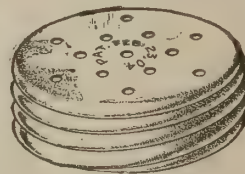
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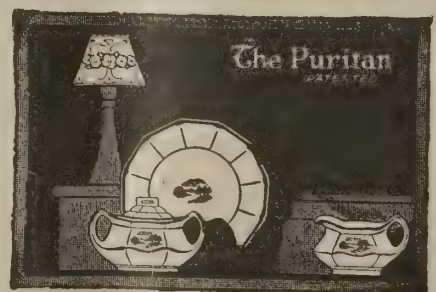
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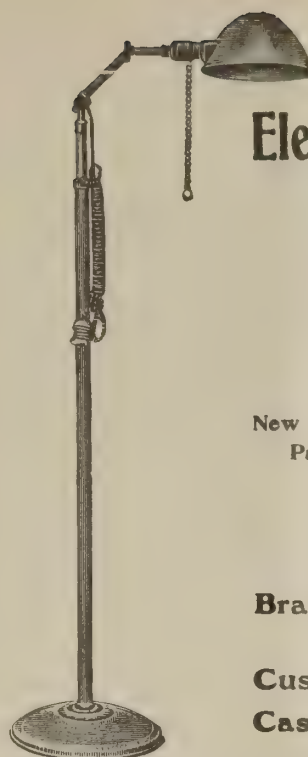


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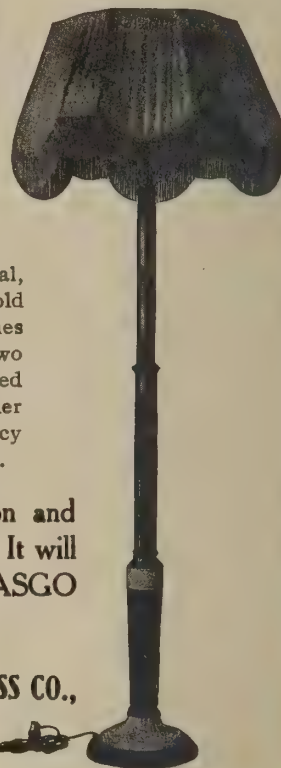
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